

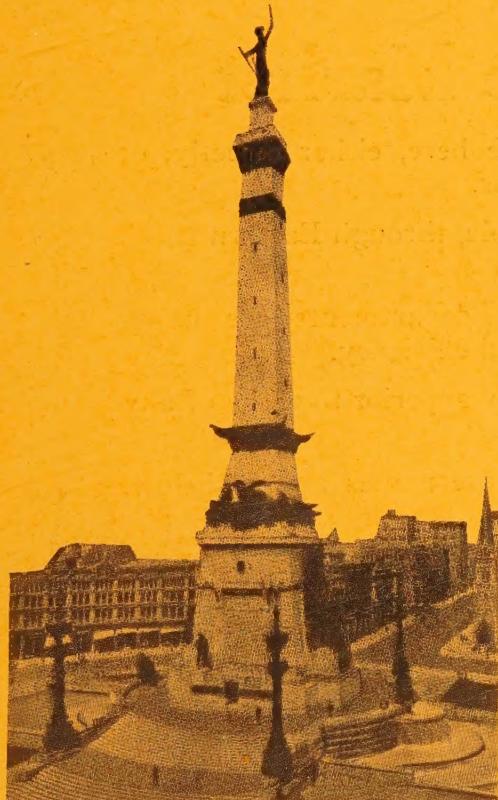
# GRAIN DEALERS JOURNAL

Vol. XLVI. No. 2.

Chicago, Ill., U. S. A., January 25, 1921.

Price \$2.00 Per Year. 15 Cents Per Copy.

## INDIANAPOLIS



Offers exceptional opportunities to shippers of all grains. Its local consumption is large and its many diverging lines of railroads enable it to serve great consuming districts in the East and South.

It is the railroad terminal for Western, Eastern and Southern lines. Its main line connections between East and West guarantee prompt handling. Indianapolis has ample and efficient grain handling facilities and its advantageous location makes it the convenient market for your grain.

The super-service rendered by the Indianapolis grain firms assures you of complete satisfaction on shipments to this market.

Send your next car to any of these

### BOARD OF TRADE MEMBERS:

Bert A. Boyd Grain Co.  
McCardle-Black Co.  
Frank A. Witt  
Urmston Grain Co.  
Big Four Elevator  
The Cleveland Grain & Milling Co.  
Lamson Bros. & Co.  
H. E. Kinney Grain Co.  
The Lew Hill Grain Co.  
Bingham-Hewett-Scholl Co.  
Swan Grain Co.  
The Early & Daniel Co.  
Hoosier Grain Co.

Acme-Evans Co.  
Chas. A Shotwell & Co.  
Belt Elevator & Feed Co.  
Hayward-Rich Grain Co.  
Wm. R. Evans Grain Co.  
Mid West Elevator Co.  
Carl D. Menzie Grain & Bkg. Co.  
Kendrick & Sloan, Inc.  
Steinhart Grain Co., Inc.  
P. M. Gale Grain Co.  
Merchants Hay & Grain Co.  
National Elevators  
Probst & Kassebaum, Inc.

# Buffalo

## The Active Market

ALL Western Roads converge here, either directly, or through their connections.

ALL Eastern Roads are available, through Eastern trunk lines and connections.

ITS weighing and inspection departments are unexcelled for promptness and efficiency.

ITS elevator facilities are vastly superior to those of any market East of Chicago.

SHIP to any of the firms whose names appear below.  
All are reliable.

**Bruso, O. A.,**  
Grain—Strictly Brokerage

**Watkins Grain Co.,**  
Consignments

**McConnell Grain Corporation,**  
Commission Merchants

**Urmston Grain Co.,**  
Grain Commission

**Whitney & Gibson,**  
Consignments. Our Specialty,  
Wheat

**Taylor & Bourne Co.,**  
Grain Commission

**Globe Elevator Co.,**  
Receivers and Shippers

**Doorty Ellsworth Co., Inc.**  
Receivers and Forwarders

**Electric Grain Elevator Co., The**  
Consignments

**Harold, A. W.,**  
Grain—Barley a Specialty

**Burns Grain Co.,**  
Grain Commission

**Churchill Grain & Seed Co., The**  
Receivers and Shippers

**Seymour-Wood Grain Co.,**  
Consignments

**Ratcliffe, S. M.,**  
Commission Merchant

**The Townsend-Ward Co.,**  
Grain Merchandising and  
Consignments

**Armour Grain Co.,**  
Grain Merchants

**McKillen, Inc., J. G.,**  
Receivers and Shippers

**Davis, Inc., A. C.,**  
Grain Commission

**Pratt & Co.,**  
Receivers and Shippers



# Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them.

## ALBANY, GA.

Bush, V. R., flour, feed, grain broker.  
Georgia Commission Co., mdse. and grain brokers.  
Martin & Co., Roy, broker, grain and feedstuffs.

## ANNISTON, ALA.

Woodruff Feed Co., dealers grain, hay, feed.

## ATCHISON, KANS.

Blair Elevator Co., receivers and shippers.\*

Moore-Lawless Grain Co., cosignats., futures, pvt. wires.\*

## ATHENS, GA.

Callaway Grocery Co., The, the whsle. gro., grain, feeds.  
Hinton & Co., O. R., mdse. and grain brokers.  
Steedman, Wm. B., grain, feed broker.\*  
Webb Brokerage Co., grain, flour, feed specialty.  
Wier Feed & Grain Co., whsle. grain, feed, flour.\*

## ATLANTA, GA.

Commercial Exchange Members.  
Brooke & Co., T. H., grain, hay, flour, c/s pdts.  
Fain Grain Co., W. L., flour, feed, field seeds.\*  
Gregg & Son, J., wholesales brokers, grain, hay.\*  
Leonard & Sons, J. T., feedstuffs, mdse. brokers.  
Martin, Theo. W., broker, grain, flour, hay, mxed. feed.  
Smith, Edward E., broker, grain, hay, flour, mxed. feed.  
Taylor Commission Co., c/s meal, c/s hulls, fertilizer.\*

## AUGUSTA, GA.

Board of Commerce Members.  
Clark Milling Co., dealers grain & feedstuffs.\*  
Cranston & Co., A., brokers, grain, hay, feed.  
Dunbar & Co., H. S., grain, hay, feed, flour, brokers.  
Eve & Co., H. C., grain, grain pdts., mdse., brokers.  
Fletcher & Co., W. W., brokers, hay, grain, flour, feed.  
Lamb & Hollingsworth, brokers, grain, flour, feed.\*

## BALTIMORE, MD.

Chamber of Commerce Members.  
Baltimore Grain Co., grain receivers, exporters.\*  
Baltimore Pearl Hominy Co., corn products.\*  
Blackburn & Co., C. P., grain receivers, exporters.\*  
Denis & Co., grain merchants.\*  
England & Co., Chas., grain, hay.\*  
Fahey & Co., John T., grain receivers and exporters.\*  
Gill & Fisher, receivers and shippers.\*  
Hammond, Snyder & Co., Inc., receivers, exporters.\*  
Hax & Co., G. A., grain, hay, seeds.\*  
Jones & Co., H. C., receivers, shippers, exporters.\*  
Lederer Bros., grain receivers.\*  
Robinson & Jackson, grain commission merchants.\*  
Stein & Bro., E., grain receivers and exporters.\*  
Wack & Co., Henry E., grain, hay, feeds.\*

## BESSEMER, ALA.

Curry & Co., J. C., feedstuffs, flour, meal.

## BILLINGS, MONT.

Soule, Ralph W., grain and feed broker.

## BIRMINGHAM, ALA.

Birmingham Grain Co., grain, feed, flour.\*  
Cecil Brokerage Co., grain, hay, millfeed brokers.\*  
Cosby Flour & Grain Co., W. M., grn., flour, crn. ml.\* Zweig & Co., Harry A., cash grain only.  
Guice, Edward T., flour, grain, feed broker.  
Hemphill & Co., R. C., mdse. & grain brokers.  
Montgomery Brokerage Co., grain, gr. pdts., hay, mdse.  
Morgan & Co., B. C., broker grain, feed, flour, hay.\* Bingham-Scholl Co., grain merchants.\*  
Ramsey & Co., J. E., mdse. grain, feed, flour broker. Early & Daniel Co., grain, hay, feed.  
Southeastern Brokerage Co., grain, hay, feed.  
Sunny South Grain Co., mfrs., mxed. fd., ctn. sd. ml.  
Tennessee Mill & Feed Co., feedstuffs.  
Western Grain Co., mfrs., mxed. feed, crn. meal, grits.\*  
Wood-Crabbe Grain Co., mfrs. crn. ml. grits., gr., hay.\*

## BOSTON, MASS.

Chamber of Commerce Members.  
Benzaquin, Matthew D., grain brokerage commission.  
Jaqith, Parker, Smith & Co., wheat, barley, milo.\*

## BRUNSWICK, GA.

McKinnon, Malcolm B., grain, hay, feed, produce.  
Ogg, C. D., mdse., grain & feedstuffs.  
Taylor, C. A., grain, hay, feed broker.

## BUFFALO, N. Y.

Corn Exchange Members.  
Armour Grain Co., grain merchants.\*  
Bruoso, O. A., grain—strictly brokerage.  
Burns Grain Co., grain commission.\*  
Churchill Grain & Seed Co., receivers, shippers.\*  
Davis, Inc., A. C., grain.\*  
Dorothy-Ellsworth Co., Inc., brokerage commission.\*  
Electric Grain Elevator Co., consignments.\*  
Gee-Lewis Grain Co., barley and rye.\*  
Globe Elevator Co., receivers & shippers.\*  
Harold, A. W., grain, barley a specialty.  
McConnell Grain Corporation, commission merchants.\*  
McKillen, Inc., J. G., receivers and shippers.\*  
Kennedy & Co., Chas. wheat a specialty.\*

\*Member Grain Dealers National Association.

## BUFFALO (Continued)

Pratt & Co., receivers, shippers of grain.\*  
Ratcliffe, S. M., commission merchant.  
Seymour-Wood Grain Co., consignments.\*  
Taylor & Bourne Co., grain merchants.  
Townsend Ward Co., The, consignments.\*  
Urmston Grain Co., grain commission.\*  
Watkins Grain Co., consignments.  
Whitney & Gibson, consignments.\*

## CAIRO, ILL.

Board of Trade Members.  
Cairo Grain Commission Co., consignments.\*  
Halliday Elevator Co., grain dealers.\*  
Thistleton & Co., grain and hay.

## CARROLLTON, MO.

Claiborne Commission Co., commission merchants.\*  
CEDAR RAPIDS, IOWA.

Cedar Rapids Grain Co., corn and oats.\*  
Gifford Grain Co., grain and grain products.\*  
King Wilder Grain Co., grain shippers.\*

## CHATTANOOGA, TENN.

Grain Exchange Members.  
Bagley & Semmes, hay, grain and feed brokers.  
Chattanooga Feed Co., grain, feed, hay, cowpeas.  
Hood Feed Co., flour, feed seeds.  
Lookout Brokerage Co., grain, feeds, mdse.

## CHICAGO, ILL.

Board of Trade Members.  
Anderson & Co., W. P., grain commission merchants.\*  
Armour Grain Co., grain buyers.\*  
Bailey & Co., E. W., grain commission merchants.\*  
Cartlett-Frazer Co., grain merchants.\*  
Brennan & Co., John E., grain commission merchants.  
Bridge & Leonard, commission merchants.\*  
Carhart Code Harwood Co., grain commission.\*  
Dole & Co., J. H., grain and seeds.\*  
Freeman & Co., Henry H., grain, hay, straw.  
Gerstenberg & Co., commission merchants.\*  
Hales & Hunter Co., grain merchants.\*  
Hitch & Carder, commission merchants.  
Hoit & Co., Lowell, commission, grain and seeds.  
Lamson Bros. & Co., consignments solicited.\*  
Lewis & Co., F. S., grain and provisions.\*  
McKenna & Dickey, commission merchants.\*  
Mumford & Co., W. R., grain, hay, millstuffs.\*  
Norris Grain Co., grain merchants.\*  
Northern Grain & Warehouse Co., grain receivers.  
Paynter, H. M., grain and field seeds.  
Pope & Eckhardt Co., grain and seeds.  
Press & Co., W. G., grain, provisions, stocks, etc.  
Quaker Oats Co., buyers of grain.  
Requa Bros., wheat a specialty.  
Rumsey & Co., grain commission.\*  
Schiffin & Co., P. H., commission.\*  
Shaffer Grain Co., J. C., grain merchants.\*  
Simons, Day & Co., grain and field seeds.\*  
Somers, Jones & Co., grain and field seeds.\*  
Thayer & Co., C. H., receivers-shippers.\*  
Updike Grain Co., consignments.\*  
Leland & Co., E. F., grain and seeds.\*  
Union Elevator Co., The, grain and hay.\*

## CINCINNATI, O.

Grain & Hay Exchange Members.  
Bingham-Scholl Co., grain merchants.\*

Ramsey & Co., grain, feed, flour, hay.\*  
Mutual Commission Co., hay, grain and feed.\*

## CLEVELAND, O.

Grain & Hay Exchange Members.  
Bailey, E. I., grain and millfeed.\*  
Cleveland Grain & Milling Co., The, revrs. & shprss.  
Gates Elevator Co., The, receivers and shippers.\*  
Sheets Elevator Co., The, grain, hay, straw.\*  
Shepard, Clark & Co., grain merchants.\*  
Star Elevator Co., receivers, grain, hay, straw.\*  
Strauss & Co., H. M., receivers, shippers hay & grain.\*  
Union Elevator Co., The, grain and hay.\*

## COFFEYVILLE, KANS.

Claiborne Commission Co., commission merchants.\*

## COLORADO SPRINGS, COLO.

Robinson-Hunt Grain Co., grain, hay, seeds, beans.\*

## COLUMBUS, GA.

City Mills Co., soft wheat, corn, millers.\*  
Dexter & Hamburger, grain, hay, feed, flour brokers.\*  
Joseph Co., Dan, grain, grain products.\*

Watkins & Co., L. C., mdse. and grain broker.

## CRAWFORDSVILLE, IND.

McCardle-Black Co., grain commission merchants.

## CULLMAN, ALA.

Ponder & Kelley, grain, feed, gen'l. mdse.

## DALLAS, TEX.

E. A. Johnson Co., grain and flour brokers.

Rothschild Co., S., grain, c/s products, rice b/p.\*

## DAVENPORT, IOWA.

Davenport Elevator Co., receivers and shippers.\*

## DECATUR, ALA.

Lyle-Taylor Grain Co., whsle. grain, hay, feeds.

## DECATUR, ILL.

Baldwin & Co., H. I., grain dealers.\*

## DENVER, COLO.

Grain Exchange Members.

Ady & Crowe Merc. Co., The, grain and hay.

Ayres Merc. Co., The F. C., grain, flour, feed.

Best & Co., J. D., corn, oats, barley.

Conley-Ross Grain Co., The, grain and beans.

Crescent Flour Mills, The, wheat, corn, oats.\*

Denver Elevator, We buy and sell grain and beans.

Elder Grain Co., F. W., "Always Working."

Flanley Grain Co., wholesale grain.

Gallagher Grain Co., grain merchants.\*

Hungarian Flour Mills, wheat, corn, oats, etc.

Kellogg Grain Co., O. M., receivers and shippers.\*

McCaull-Dinsmore Co., wholesaler and commission.

Moore-Lawless Grain Co., private wires to all markets.\*

O'Donnell Grain Co., wholesale grain.\*

Phelps Grain Co., T. D., wholesale grain.\*

Scott-George Grain Co., receivers and shippers.\*

Summit Grain & Coal Co., wheat, corn, oats, rye, barl.\*

Thompson Merc. Co., The W. F., wholesale hay.

Warwick Grain Co., buyers & sellers all kinds of grain.

## DES MOINES, IOWA.

Board of Trade Members.

Anderson Co., D. L., grain merchants.\*

Central Iowa Grain Co., consignments.\*

Des Moines Elevator & Grain Co., oats a specialty.

Iowa Grain Co., receivers and shippers.

Lockwood, Lee, grain, millfeed broker.

Marshall Hall Grain Co., grain commission.

Perrine & Co., W. H., commission merchants.

Taylor & Paxton Co., corn and oats.

Tower, C. A., grain broker.

## DETROIT, MICH.

Board of Trade Members.

Dumont, Roberts & Co., receivers, shippers.\*

Huston, C. R., grain, hay consignments a specialty.\*

Lichtenberg & Son, oats, corn, hay, straw.

Simmons & Co., F. J., grain and hay.\*

Swift Grain Co., consign or ask for bid.\*

## DUBLIN, GA.

Barton, J. W., commission merchant.

Farmers Co-op. Elvtr. & Mills, grain and feed.\*

Peacock, R. T., broker.

Pope, J. T., flour and corn miller.

Smith Brothers, brokers, mdse., grain, feedstuffs.\*

Walker, C. L., merchandise broker.

## DULUTH, MINN.

Board of Trade Members.

Mitchell Co., W. C., grain commission.\*

White Grain Co., shippers all grains.\*

## FLOYDADA, TEXAS.

Marshall Grain Co., shippers of milo.\*

## FORT WORTH, TEX.

Grain and Cotton Exchange Members.

Dorsey Grain Co., receivers, shippers.

## FRANKFORT, IND.

McCardle-Black Co., grain commission merchants.

## GADSDEN, ALA.

Alabama Brokerage Co., grain, feed, hay, fir., mdse.

Gadsden Brokerage Co., feed, fir., hay c/s pdts.

## GREAT FALLS, MONTANA.

Barkemeyer Grain & Seed Co., grain dealers.\*

## GREENVILLE, MISS.

Lyle & Lyle, whsle. grain, hay, feedstuffs.

## GREENSBORO, N. C.

Moon-Taylor Co., grain and hay brokers.\*

## GREENVILLE, O.

Grubbs Grain Co., E. A., track buyers.\*

## GULFPORT, MISS.

Corso & Runfalo, gro., grain, feed, flour, hay.

Gulfport Grocery Co., gro., grain, fd., fir., etc.\*

Howie & Co., J. B., bkrs., grain, fd., fir., hay.

## HAGERSTOWN, MD.

Valley Brokerage Co., feed, grain, hay broker.\*

## HAMMOND, IND.

Nowak Milling Corp., "Domino Feeds."

## HASTINGS, NEBR.

Elder, Fred W., wholesale grain, hay and mill pdts.\*

Koehler-Twidale Elevator Co., grain dealers.\*

Moritz Grain Co., C., wholesale grain.\*

Sexson, C. R., grain.

## HATTIESBURG, MISS.

Bobo & Co., W. E., bkrs., mdse., grain, hay, fd., fir.

McLain & Co., A. S., grain, feed, mdse. broker.

Merchants Grocery Co., whsle. grocers, grain, fd., fir.

## HAVANA, CUBA.

Smith Co., C. E., gen'l brokers—Jacksonville, Miami.\*

# Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

## HOUSTON, TEX.

Gulf Grain Co., grain, hay, millfeed.\*  
Rothschild Co., S., grain, c/s products, rice b/p.\*

## HUTCHINSON, KANS.

Board of Trade Members.

Ayres Grain Co., grain merchants.\*  
Beyer Grain Co., consignments, mill orders.  
Central Grain Co., The, buyers for mills.  
Davidson Grain Co., receivers and shippers.  
Farmers Co.-Op. Com. Co., commission merchants.  
Gano Grain Co., grain merchants.  
Goffe & Carkener, private wire.\*  
Graves & Co., T. H., grain merchants.  
Hausam-Bateman & Co., grain buyers and sellers.  
Hayes Grain Co., John, grain merchants.  
Hinman-Yates Grain Co., receivers & shippers.\*  
Hutchinson Grain Co., grain merchants.  
Hutchinson Term. Elvtr. Co., consignments.\*  
Kelly Milling Co., Wm., millers of hard wheat.  
Jay Hausam & Company, grain merchants.  
Jennings Grain Co., C. D., consignments.\*  
Kansas Grain Co., buyers and sellers.  
Larabee Flour Mills Corp., hard wheat millers.  
McClure Grain Co., J. B., buyers and sellers.\*  
Oswald Grain Co., dark hard turkey wheat, specialty.  
Pettit Grain Co., L. H., grain merchants.  
Prairie Grain Co., buyers & sellers milling wheat.  
Rock Milling & Elevator Co., receivers and shippers.  
Russell Grain Co., commission merchants.  
Southwest Grain Co., receivers and shippers.  
The Security Ele. Co., receivers, shippers milo kafir.  
Union Grain Co., grain merchants.

## HUNTSVILLE, ALA.

Huntsville & Decatur Bkg. Co., dtrs. gr. & gr. pdts. Alley Grain Co., oats, corn, wheat, seeds.\*  
Lyle & Lyle, whsle, grain, hay, feedstuffs.

## INDIANAPOLIS, IND.

Board of Trade Members.

Belt Elevator & Feed Co., receivers and shippers.  
Bingham-Hewett-Scholl Co., grain merchants.\*  
Boyd Grain Co., Bert A., strictly brokerage & com.  
Cleveland Grain & Milling Co., grain commission.  
Evans Grain Co., W. R., commission and brokerage.  
Goldberg Grain Co., consignments.\*  
Hayward-Rich Grain Co., grain commission.\*  
Hill Grain Co., The Lew, commission & brokerage.  
Hoosier Grain Co., consignments only.  
Kendrick & Sloan Co., Inc., grain and hay.  
Kinney Grain Co., H. E., receiver and shipper.\*  
McCardle-Black Co., grain merchants.  
Menzie Grain & Bkg. Co., Carl D., grain commission.  
Merchant's Hay & Grain Co., hay, grain, mill feed.  
Montgomery & Tompkins, receivers and shippers.  
Probst & Kassebaum, Inc., hay, grain, feed.  
Shotwell & Co., C. A., grain & hay.  
Steinhart Grain Co., commission and brokerage.\*  
Urmston Grain Co., receivers and shippers.\*  
Witt, Frank A., grain commission and brokerage.\*

## JACKSON, MICH.

Bartlett & Co., J. E., feed, grain, salvage.\*  
Stockbridge Elvtr., track buyers, sellers, gr. & sds.  
Wagner-White Co., track buyers-sellers, grain-feed.

## JACKSON, MISS.

Royal Feed & Mfg. Co., mixed feed mfrs.\*

## JACKSONVILLE, FLA.

Hulsey-Bessent Co., hay, grain, produce brokers.  
Savage & Redavats Co., merchandise & grain brokers.  
Smith Co., C. E., gen'l brokers, Havana & Miami.\*  
Wilson & Parker Co., brokers, grain, feed, hay, etc.\*

## JASPER, ALA.

Acuff, J. D., buyer white milling corn.  
Robins, J. H., grain, hay, feed, flour broker.

## KANSAS CITY, MO.

Board of Trade Members.

Alfalfa Grain Pdts. Co., everything in the feed line.  
Beyer Grain Co., consignments.  
Bruce Bros. Grain Co., consignments.  
Christopher & Co., B. C., kafir, feterita, milo.\*  
Claiborne Commission Co., commission merchants.\*  
Davis Grain Co., A. C., grain commission.  
Denton Kuhn Grain Co., consignments.\*  
Dilts & Morgan, consignments.\*  
Ernest Davis Grain Co., commissions.\*  
Federal Grain Co., receivers, shippers.\*  
Frisco Elevators Co., grain merchants.\*  
Goffe & Carkener, receivers and shippers of grain.\*  
Hah-Baker Grain Co., consignments.  
Hippe Grain Co., feterita, kafir, milo.  
Larabee Flour Mills Corp., The, mrs. "Larabee Best."  
Logan Bros. Grain Co., receivers and shippers.\*  
Mensendieck Grain Co., consignments.\*  
Miller Grain Co., S. H., consignments.  
Moore-Lawless Grain Co., grain receivers.\*  
Moore-Seaver Grain Co., receivers and shippers.\*  
Moritz & Co., C., consignments.  
Norris Grain Co., grain merchants and exporters.  
Parker Corn Co., corn, oats, kafir, milo.\*  
Roahen Grain Co., E. E., consignments.  
Root Grain Co., consignments and futures.\*  
Scoular Bishop Grain Co., receivers and shippers.\*  
Shannon Grain Co., consignments.  
Simonds, Shields, Lonsdale Grain Co., grain.\*  
Stevenson Grain Co., buyers and sellers.\*  
Terminal Elevators, receivers, shippers.\*  
Twidale-Wright Grain Co., consignment futures.  
Thresher Fuller Grain Co., grain commission.\*  
Western Grain Co., shippers (a specialty).\*

## LEAVENWORTH, KANS.

Wilson-Legler Hay & Grain Co., branch at Kansas City.

## LINCOLN, NEBR.

Grain Exchange Members.

Ewart Grain Co., wheat, corn, oats, rye, barley.\*  
Foster, E. D., feeders supplies.  
Lincoln Grain Co., grain merchants.\*  
Wright-Leet Grain Co., receivers and shippers.

## LOS ANGELES, CALIF.

Pacific Grain & C. S. P. Co., grain & c/s meal.

## LOUISVILLE, KY.

Board of Trade Members.

Bingham-Hewett Gr. Co., receivers-shippers of grain.\*  
Callahan & Sons, receivers and shippers of grain.\*  
Edinger & Co., grain, hay, flour.  
Farmer & Sons, Oscar, hay, grain and feeds.\*  
Fruechtenicht, Henry, grain, feed, hay.  
Kentucky Public Elevator Co., storers and shippers.\*  
Verhoeff & Co., H., receivers and shippers.\*  
Zorn & Co., S., receivers and shippers.\*

## LYNCHBURG, VA.

Moon-Taylor Co., grain and hay brokers.\*

## MACON, GA.

National Milling Co., mfrs. mixed feed.

Mott Brokerage Co., hay, grain, flour, feed broker.\*

## MARSHALL, MO.

Claiborne Commission Co., commission merchants.\*

## MERCER, MO.

Board of Trade Members.

Anderton & Co., W. A., whole brokers, gr., hay, fd.  
Elkin-Henson Grain Co., gr. mxed. fd., hay, ctn. sd. pts.  
George Co. The A. H., grain dtrs., mxed. fd. mfrs.\*  
Gibson Brokerage Co., J. A., grain & mdse. brokers.  
Harris, John H., grain and mdse. brokers.  
Hayward & Scott, grain brokers & mfrs. agents.  
Lyle Grocery Co., The Tom, who, gro., grain & hay.  
Lyon & Co., A. J., whole gro., grain, feed.  
Meridian Grain & Elvtr. Co., gr. dtrs., mxed. fd. mfrs.  
Meyer Bros., wholesale groc., grain, feed.  
Smith Brokerage Co., grn., gr. pdts., hay, ctn., sd. pts.\*  
Sturgis Co., grain dealers, mixed feed mfrs.\*  
Threefoot Bros. & Co., whole grain, feed, fr., gro.\*  
Snowden Com. Co., grain, hay, rice brokers.  
Tutt Grain Co., J. B., grain, fd., c/s products  
Queen City Feed Co., grain, hay, flour, corn meal.  
Winner-Klein & Co., whole gro., grain, feed.

## MIDDLETOWN, CONN.

Meech & Stoddard, Inc., grain, feed, hay, flour.\*

## MILWAUKEE, WIS.

Chamber of Commerce Members.

Baron Co., E. P., grain and seed.\*  
Bartlett & Son Co., L., grain com. merchants.\*  
Bell Co., W. M., commission merchants.\*  
Blanchard Grain Co., grain receivers.\*  
Blanchard Grain Co., "Always Dependable."\*  
Buerger Commission Co., grain and seed.  
Cargill Grain Co., grain and seeds.

Donahue-Stratton Co., dtrs. grain and feed.\*

Flanley Grain Co., consignments solicited.

Franks-La Budde Grain Co., feeds, grain, hay.

Fraser-Smith Co., commission merchants.

Kamm Company, P. C., grain shippers.\*

Lauer & Co., J. V., grain merchants.

Merriam Commission Co., consignments.

Milwaukee Grain Commission Co., grain commission.\*

Mitchell Co., W. C., commission merchants.

Mohr-Holstein Commission Co., grain merchants.\*

Rang & Co., Henry, commission merchants.

Rankin, M. G., & Co., grain and feed.

Rialto Elvtr. Co., grain receivers and shippers.\*

Runkel & Dadimus, grain commission merchants.\*

Taylor & Bourne Co., grain merchants.\*

Thayer & Co., C. H., receivers & shippers.\*

Updike Grain Co., consignments solicited.\*

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Chamber of Commerce Members.

Banner Grain Co., grain receivers.  
Benson, Quinn Co., grain commission.\*  
Cargill Commission Co., grain commission.  
Cereal Grading Co., grain commission.\*  
Chambers-Mackay Co., screenings & mill feed.  
Dalrymple Co., William, grain commission.\*  
Davies & Co., F. M., grain commission.\*  
Gee Grain Co., G. E., receivers and shippers.  
Getchell-Tanton Co., grain commission.

Godfrey Grain Co., receivers and shippers.\*

Gould Grain Co., receivers and shippers.\*

Hankinson & Co., H. L., grain commission.

Lewis & Co., Chas. E., consignments.\*

Malmquist & Co., C. A., receivers & shippers.

Marfield Grain Co., grain commission.\*

McCaul Dinsmore Co., consignments solicited.\*

Mitchell Co., W. C., grain commission.\*

Poehler Co., H., grain commission.\*

Quinn-Shepherdson Co., receivers and shippers.\*

Serroggins Grain Co., corn and oats.\*

Sterling Grain Co., receivers and shippers all grains.

Van Dusen-Harrington Co., grain merchants.\*

Wernli-Anderson Co., grain commission, screenings.

Woodward Newhouse Co., grain merchants.

## MOBILE, ALA.

Butler & Clark, mdse., grain, ctn. sd. pts., brokers.  
Cleveland Co., Frank, bkrs. & com. merchants.  
Hopper & Co., H. M., grain, mifds., hay brokers.\*  
King & Co., John R., bkrs., grn., mifds., hay, beans.  
Meador & Co., W. M., mdse. & grain brokers.  
Minnis & Co., A. R., bkrs., grain, feed, ctn. sd. pts.  
Suttle, J. L., grain, gr. pdts., feed, mdse. broker.\*  
Turner-Young Grain Co., dtrs., gr., gr. pdts., mfrs. fd.  
Vass & Co., H. P., mdse. & grain brokers.  
Ziliak & Schafer Mfg. Co., grain & gr. pdts., feed.  
Zimmerm's Co., J., mxd. fd. mfrs., dtrs. grain & hay.

## MONTGOMERY, ALA.

Alabama Black Belt Co., gr. bkrs., dtrs. in Ala. pdts.  
American Mig. & Feed Co., mfrs. crn. ml., gr. dl., fd.  
Browder Bros., grain, feed, flour, mdse. bkrs.  
Cody-Craig Co., grain, feed, flour, mdse. brokers.  
Hobble Grocery Co., H. M., opertrs. "Hobble Elvtr."  
Holland Co., O. C., mdse. & grain brokers.  
Lutz & Co., E. G., bkrs., grain, feed, flour, mdse.  
Richardson Co., O. A., grain, feed, flour brokers.  
Smith Brokerage Co., grain, feed, flour, hay.  
Winter, Loeb Grocery Co., grain, feed, flour, mdse.

## MOULTRIE, GA.

Delay, A. J., flour and grist mill.  
Moultrie Mill & Elvtr. Co., grain and feedingstuffs.

## NEWARK, N. J.

Smith & Wallace Co., J. C., receivers, shippers.

## NEW CASTLE, PA.

Hamilton Co., grain, feed, flour, hay, potatoes.\*

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Barr, R. J., grain exporter.\*  
Gibbons, J. T., gr. dealers, mixed fd. mfrs., exprs.  
Kalman Co., Paul R., recvs., shpr., exprs. of grain.  
Langenberg Hay & Grain Co., recvs., shpr., & exprs.\*  
Lunham & Moore, forwarding & freight brokerage.  
Matthews & Bro., Chas. R., grain & grain pdts., brks.\*  
Matthews Sons, Geo. B., recvs. & shpr., feed mfrs.  
Milam-Morgan Co. Ltd., recvs., shpr., mx. fd. mfrs.  
Nathan & Fettis, fwdg. agt. & expt. fght. broker.\*  
Neumond, Inc., K. & E., dtrs. & exprs. in feed articles.  
Richeson Co., Inc., W. L., expt. shpg., fgt. bkg. & fg. & fg.  
Rodd & Co., Chas. M., gr. brokers & fwdg. agents.\*  
Rogers, James M., grain brokerage & forwarding.\*  
Royal Feed & Mfg. Co., mfrs. of mixed feed.  
Thomas Co., James, exporters & forwarders.  
Waterman & Co., J. S., gr. flour & fd. bkrs., fir. jobs.\*

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Therrien, A. F., broker.\*

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Moon-Taylor Co., grain and hay brokers.\*

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Convers Grain Co., grain merchants.\*  
Coyle Co., The W. H., c/s pdts., grain, hay.  
Dustin Grain Co., J. H., prompt and efficient service.\*  
Lang Grain Co., J. H., grain merchants.  
Maney Export Co., grain merchants.  
Marshall Grain Co., grain, feed, seeds.\*  
Oklahoma Export Co., grain commission.\*  
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Rutledge Grain Co., commission merchants.  
Perkins Grain Co., W. L., commission merchants.\*  
Polson & Co., C. A., commission merchants.  
Stinnett Grain Co., grain merchants.\*  
Stowers Grain Co., W. B., commission merchants.

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Butler Welsh Grain Co., grain merchants.\*  
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Kern Co., brokers and commission merchants.\*  
Leopold-Briggs Grain Co., conscientious service.  
Maney Grain Co., The, consignments.\*  
Merriam Commission Co., consignments.\*  
Miller Wilson Grain Co., receivers and shippers.  
Roberts Grain Co., Geo. A., grain merchants.  
Stockham Grain Co., E., commission merchants.\*  
Taylor Grain Co., brokers.  
Trans-Mississippi Grain Co., receivers and shippers.\*  
United Grain Co., grain commission, consignments.\*

## PALATKA, FLA.

Campbell, John T., mdse. and grain brokers.

## PARIS, ILL.

McCardle-Black Co., grain commission merchants.

# Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

## PEORIA, ILL.

Board of Trade Members.  
 Bartlett Co., S. C., grain commission.\*  
 Cole Grain Co., Geo. W., receivers and shippers.\*  
 Conover Grain Co., E. B., grain commission.\*  
 Dewey & Sons, W. W., grain commission.\*  
 Feitman Grain Co., C. H., grain commission.\*  
 Harrison, Ward & Co., receivers & shippers.  
 Luke Grain Co., grain commission.\*  
 McFadden & Co., G. C., consignments.  
 McCreery & Son, J. A., wheat, corn, oats.\*  
 Miles, P. B. & C. C., grain commission.\*  
 Mueller Grain Co., receivers and shippers.\*  
 Slick, L. E., consignments solicited.  
 Turner Hudnut Co., receivers and shippers.  
 Tyng Grain Co., commission merchants.\*  
 Worth-Gyles Grain Co., grain commission.

## PENSACOLA, FLA.

Bonacker Bros., pkrs., gr., hay, feed, fir., c/s pdts.  
 Consolidated Grocery Co., whsle gro., grain, produce.  
 Gonzales Co., The M. F., gr., hay, feed, mfrs. crn. ml.  
 Waggoner Co., The I. E., bkr., mdse., gr., shorts, bn.  
 Wolf, I., mdse., grain, feed broker.

## PHILADELPHIA, PA.

Commercial Exchange Members.  
 Delp Grain Co., E. E., grain and millfeeds.\*  
 Dunwoody Co., Ezl., flour, grain, feed.\*  
 Lemont & Son, E. K., wheat, corn, oats, flour, feed.  
 McKay, Donald, grain and millfeeds.  
 Magee & Co., Geo. A., receivers & shippers.  
 Miller & Sons, L. F., grain, seeds, hay.\*  
 Richardson Bros., grain, flour, millfeeds.\*  
 Richardson, Geo. M., grain and feeds.\*  
 Rogers & Co., E. L., hay, straw, grain, feed.\*  
 Standard Hay & Grain Co., grain and hay.  
 Stites, A. Judson, grain & millfeed.\*  
 Young & Co., S. H., wheat, corn, oats.

## PITTSBURGH, PA.

Members Grain and Hay Exchange.  
 Allen & Co., H. S., grain & hay.\*  
 Elwood & Co., R. D., hay and grain.\*  
 Foster Co., C. A., grain merchants.\*  
 Geidel & Leubin, grain and hay.  
 Hardman & Heck, grain, hay, millfeed.\*  
 Harper Grain Co., corn a specialty.\*  
 Heck & Co., W. F., grain, hay, millfeed.\*  
 Herb Bros. & Martin, grain and hay.  
 McCaffrey & Sons, Daniel, hay & grain.  
 McCague, R. S., grain, hay.  
 Rogers & Co., Geo. E., grain & hay.\*  
 Smith & Co., J. W., grain merchants.\*  
 Stewart & Co., Jesse C., grain and mill feed.  
 Walton Co., Samuel, grain and hay.\*  
 Young & Fisher, brokerage and commission.\*

## PONTIAC, ILL.

Balbach, Paul A., grain buyer, all markets.

## PORTLAND, MAINE.

Casco Grain Co., wholesale, grain & feed.  
 Doten Grain Co., The, grain, feed, flour.  
 Maine Grain Co., grain, feed and flour.  
 Paris Flouring Co., flour, grain and feed.\*

## PORTLAND, ORE.

Kerr, Gifford & Co., Inc., grain exporters.\*  
 Northern Grain & Warehouse Co., grain exporters.\*  
 Pacific Coast Elevator Co., grain.\*  
 Pacific Grain Co., grain exporters.\*  
 Tri-State Terminal Co., general grain and bags.\*

## PUEBLO, COLO.

McClelland Mct'l I. & R. Co., grain, hay, and feed.\*  
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Grain Exchange Members.  
 Beveridge & Co., S. T., grain, hay, feeds, seeds.

## ROME, GA.

Chidsey, Jas. B., grain, hay and feed broker.\*  
 White Brokerage Co., grain, hay, flour.  
 ROCHESTER, N. Y.

Dalley Bros., Inc., receivers and shippers.

## SAGINAW, MICH.

Smith-Connor Hay & Grain Co., hay and grain  
 SALT LAKE CITY, UTAH.

Utah-Idaho Bkg. Co., whsle grain, hay, flour, feed\*

## SAVANNAH, GA.

Manucy, J. E., whsle feed & grain broker.  
 Moore & Co., grain, hay, cottonseed pdts.  
 SEATTLE, WASH.

Fairbanks & Co., F. M., grain and feed.

Lilly Co., The Chas. H., seed merchants.\*

Webster & Co., E. A., grain commission, oriental seeds.

## SELMA, ALA.

Baker, A. E., mdse., grain, feed, flour broker.  
 Campbell & Co., McD., brokers gr., fir., mdx. fd., hay.  
 Crandell, H. F., merchandise & grain broker.

Hooper, Son & Coleman, mdse., grain, flour brokers.

Ross, Rivers F., flour, feed & grain broker.\*

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 Gordon-Watts Grain Co., grain dealers & brokers.\*

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Marshall Hall Grain Co., consignments solicited.\*

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Bushfield Grain Co., receivers and shippers.

Claiborne Commission Co., commission merchants.\*

Dreyer Commission Co., feeding stuffs, grain, seeds.\*

Elmore Schultz Gr. Co., receivers and shippers grain.\*

Goffe & Carkener Co., grain commission.\*

Graham & Martin Grain Co., grain commission.\*

Ichtertz & Watson, grain, seeds and hay.\*

Marshall Hall Grain Co., grain commissions.\*

Langenberg Bros. Grain Co., grain commission.\*

Morton & Co., grain commission.\*

Nanson Commission Co., grain commission.\*

Picker & Beardsley Com. Co., grain and grass seed.\*

Powell & O'Rourke, corn a specialty.

Thurnau Grain & Feed Co., Arnold A. grn., fd., scrngs.\*

Toberman, Mackey & Co., grain, hay, seeds.\*

Turner Grain Co., grain commission.

## SEDALIA, MO.

Claiborne Commission Co., commission merchants.\*

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Button Co., L. C., grain commission.

Bailey, Walter H., grain merchants.\*

Godfrey Grain Co., receivers and shippers.\*

McCaull Dinsmore Co., commission.\*

Morris Grain Co., brokers.

Rumsey & Co., receivers of consignments.\*

Warwick Grain Co., consignments solicited.

Western Terminal Elevator Co., receivers and shippers.

## SPRINGFIELD, MO.

Claiborne Commission Co., commission merchants.\*

## STERLING, COLO.

Elder Grain Co., F. W., grain, hay, feed.

Moritz Grain Co., C., wholesale grain.

## TALLEDEGA, ALA.

Farmers Ex. & Elvtr. Co., grain, feed, mfrs. corn meal.

## TAMPA, FLA.

Bonacker Bros., brokers, grain, hay, feed, flour.

Harman & Hulsey, grain, hay, millfeed brokers.\*

Hart & Co., E. H., grain & feedingstuffs broker.

Miller-Jackson Grain Co., grain & feed dealers.\*

Spence Brokerage Co., grain, feed, alf. meal, hay.

Quinby, Edmund B., mdse. & feedingstuffs broker.

## THOMASVILLE, GA.

Burch & Son, W. H., corn millers.

South Georgia Brokerage Co., brokers.

Thomasville Elvtr. Co., corn, velvet beans, field seeds.

## TOLEDO, OHIO.

Produce Exchange Members.

De Vore & Co., H. W., grain and seeds.\*

King & Co., C. A., grain and seeds.

Morehouse & Co., wholesale grain and seeds.

Southworth & Co., grain and seeds.\*

Wickenhiser & Co., John, grain receivers, shippers.

Zahn & Co., J. F., grain seeds.\*

## TOPEKA, KANS.

Derby Grain Co., wheat, corn, oats, and millfeed.\*

Topeka Grain Co., wheat, corn, oats, mill & ctin. feed.

## TUSCALOOSA, ALA.

Eddins Brokerage Co., grain, feed, flour, mdse.

Indian Milling Co., mixed feed mfrs.

Rosenbush Brokerage Co., grain, feed, flour, mdse.

Southern Grain Co., grain, hay, mfrs. corn meal.

## TUSCUMBIA, ALA.

Belser, Harry K., grain, feeds, mdse. broker.

Hammerly, E. T., grain, hay, feed, seed.

## VALDOSTA, GA.

Birdsey Commission Co., mdse. and grain brokers.

So. Georgia Milling Co., mfrs. mxd. feed, vel. bean ml.

Valdosta Mill & Elvtr. Co., grain, corn meals, feeds.

## VASS, N. C.

Vass Milling Co., grain, feed, flour.\*

## VINCENNES, IND.

McCardle-Black Co., grain commission merchants.

## WASHINGTON, D. C.

Wilkins-Rogers Mfg. Co., Inc., receivers and shippers.

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Beyer Grain Co., consignments and mill orders.\*

Blood-Pickerill Grain Co., consignments, mill orders.

Carroll Grain Co., recrvs-shippers-grain, feed.\*

Claiborne Commission Co., commission merchants.\*

Clark Burdg Grain Co., consignments.\*

Clark Grain Co., C. M., all kinds grain and feed.

Craig Grain Co., J. W., consignments and mill orders.

Groth, Samuel C., milling wheat and feed.

Hayes Grain Co., John, Okla.-Kan., wheat for mills.\*

Hipple Grain Co., consignments.

Kansas Flour mills Co., receivers and shippers.\*

Kramar Grain Co., receivers and shippers.\*

Raymond Grain Co., consignments.

Schaefer Grain Co., The, general grain dealers.\*

Smith Elevator Co., receivers and shippers.\*

Strong Trading Co., wholesale grain and feed.\*

Wallingford Bros., receivers and shippers.\*

Warwick Grain Co., "always have a bid."

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Wichita Grain Co., receivers and shippers.

Wichita Terminal Elev. Co., general elevator business.\*

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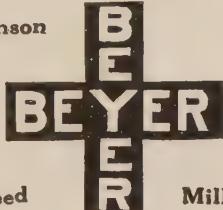
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## ST. JOSEPH

Grain Exchange  
Members

## MARSHALL HALL GRAIN CO.

One of the best in the grain trade with experienced organization, best grain handling facilities and up-to-date methods.

OPERATOR MARSHALL HALL GRAIN ELEVATOR, MILLION BUSHEL CAPACITY

## ST. JOSEPH, MO.

The great and growing market in the corner of four GREAT GRAIN states

This combination means SUCCESS AND SATISFACTION to all OUR TRADE!

MARSHALL HALL GRAIN CO.

ST. JOSEPH, MO.

AUNT JEMIMA MILLS COMPANY  
ST. JOSEPH, MO.

Manufacturers

A. J. HOMINY FEED

"HAY! Ship Us YOUR GRAIN"  
GORDON - WATTS GRAIN CO.

Successors to T. P. Gordon Comm. Co.

ST. JOSEPH

MISSOURI

Record of C. N. D.  
QUOTATIONS

Quotation Record, Form 97A, is formed of sheets of bond paper ruled to facilitate the recording of daily market prices of different options.

Each sheet is headed "Board of Trade Quotations for Week Commencing Monday ..... 19." Columns are provided for 4 Wheat Options, 4 Corn and 4 Oats; have spaces for the market hourly and at close. Closing prices for previous week are listed at top.

Sixty sheets, 9½x9½ inches, are well bound in book form—a year's supply. Price \$1.00.

GRAIN DEALERS JOURNAL  
305 S. La Salle Street Chicago, IllinoisKellogg - Huff Grain Co.  
STRICTLY COMMISSION  
St. Joseph, Mo.1015-16 Corby-Forsee Bldg.  
Our Idea: Personal attention, Quick returns

Button-Simmons Grain Co.

BETTER SERVICE  
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Board of Trade  
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CONSIGN TO US---IT PAYS

## Cairo Grain Commission Co.

BOARD OF TRADE BUILDING  
CAIRO, ILL.SALES TO ARRIVE  
CORN OATS  
WHEAT

CORN

Halliday Elevator Company  
GRAIN DEALERS  
CAIRO, ILL.

OATS

BOARD OF COMMERCE  
MEMBERS

## AUGUSTA

BOARD OF COMMERCE  
MEMBERS

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Buyers—Soft Milling Wheat  
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LAMB & HOLLINGSWORTH  
BROKERSGrain Flour Feed Provisions  
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Your Elevatorby advertising directly  
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BROKERShandle your Flour, Grain, Hay  
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# WICHITA

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## THE BAKER-EVANS GRAIN COMPANY

Milling and Export Wheat, Coarse Grain and Mill Feeds

A. F. BAKER  
405 BOARD OF TRADE

*"Always in the Market to buy and sell"*

C. M. EVANS  
WICHITA, KANSAS

## RAYMOND GRAIN CO.

GRAIN MERCHANTS  
CONSIGNMENTS  
MILLING and EXPORT WHEAT

## WARWICK GRAINCO.

*Always in the Market—All Grains*  
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D. S. Warwick

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CONSIGNMENTS  
WHEAT - CORN - OATS - KAFFIR - MILO  
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## CARROLL GRAIN COMPANY

WICHITA, KANSAS

*Receivers and Shippers*

## GRAIN and FEED

## RECEIVERS

who want to reach the regular  
grain dealers of the country  
use space in the  
*Grain Dealers Journal*

## RECEIVERS, SHIPPERS AND BROKERS

CONSIGN  
WHEAT - CORN - OATS  
TO  
DUMONT, ROBERTS & CO.  
626-8 Murphy Building  
"The top 'o the market to you"

Cedar Rapids Grain Co.  
RECEIVERS and SHIPPERS  
CEDAR RAPIDS, IOWA

WE can handle your consignments, large  
or small, in flour, mill feeds, corn, oats  
and hay. Have good Southern connections.  
Correspondence with samples solicited.

VASS MILLING CO.  
VASS, N. C.

JAQUITH, PARKER, SMITH & CO.  
708 Cham. of Com., BOSTON, MASS.  
We buy all kinds of Grain and Mill  
Feed, Sample Feed Wheat, Barley,  
Milo, Kaffir Corn, etc., for  
NEW ENGLAND AND EASTERN TRADE  
Send Samples—Write Us

Solicit inquiries for Natural and Kiln  
Dried Corn, Country White Oats  
E. A. GRUBBS GRAIN CO.  
Greenville, Ohio

LANE & SONS GRAIN CO.  
KAFFIR - MILO - WHEAT  
CLOVIS  
NEW MEXICO

CENTRAL MILLS COMPANY  
JOBBERS and FEED MFRS.  
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Send us samples whenever you can offer any grain  
Byproducts, such as Oat Clips, Barley Chaff,  
Wheat Scourings and Elevator Screenings.

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GRAIN AND FEED  
Brokerage and Commission  
DOMESTIC and EXPORT  
505 Chamber of Commerce. BOSTON, MASS.

ALFALFA HAY IN BALES  
May be treated by the New Process of Injecting  
Food Values into the Bales to create an economi-  
cal ration for feeding stock.

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CHICAGO, ILL.

SWIFT GRAIN CO.  
Murphy Building  
Detroit, Michigan  
Consign or Ask Us for Bid

Alfalfa Grain Products Co.  
211 Postal Building  
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"Everything in the Feed Line"

For Accurate Moisture Tests  
use our Grain Dealers' Air  
Tight Cans for forwarding  
your grain samples.  
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Grain Hay Cottonseed Products  
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MODERN FLOUR MILLS  
1,000 Bbls. Daily  
In the Market for  
Red Winter Wheat  
MACON, GA.

TRUSLER GRAIN CO.  
RECEIVERS--SHIPPERS  
All Grains---All Grades  
EMPIORIA, KAN.

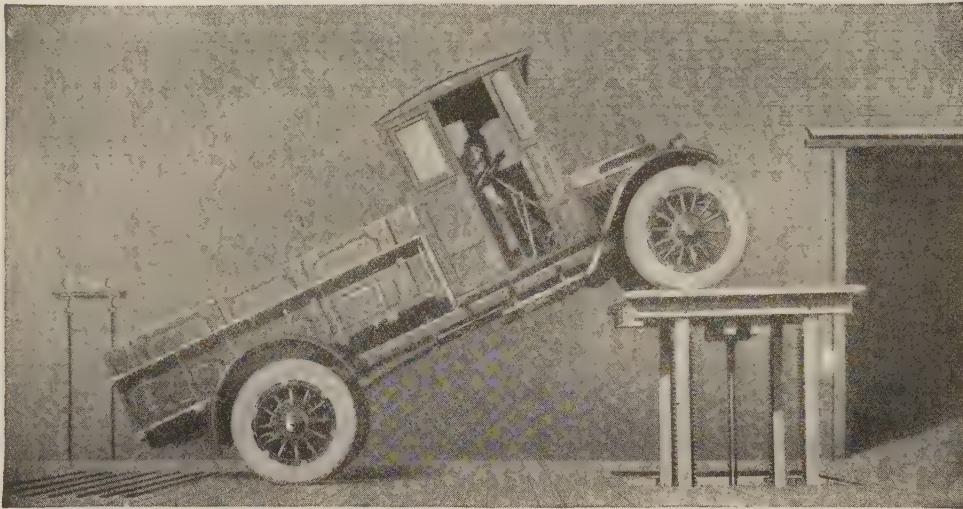
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CLEVELAND, OHIO  
Receiver and Shipper of  
Corn, Oats, Mill Feed  
Ask for Prices

Always in the market for  
CORN OATS WHEAT  
RYE BARLEY  
Get our bids before selling  
STOCKBRIDGE ELEVATOR CO.  
JACKSON, MICH.

WM. R. EVANS GRAIN CO.  
Commission and Brokerage  
Our experience will get you the results you are  
after. Send us your corn and oat shipments.  
Board of Trade Bldg. Indianapolis, Ind.

Consign to GOLDBERG GRAIN COMPANY  
AND GET THE FULL MARKET PRICE EVERY TIME

# Prices of Trapp Dumps Have Been Reduced



chasers *AT ONCE THIS CHANCE TO MAKE A SAVING*; and at the same time get positively the best dumping system on the market! today.  
SEND AT ONCE—DON'T put it off—we will FORWARD IMMEDIATELY a detailed description, circulars, and prices.

**Trapp-Gohr-Donovan Co.**

1125-27-29 No. 22nd St.,

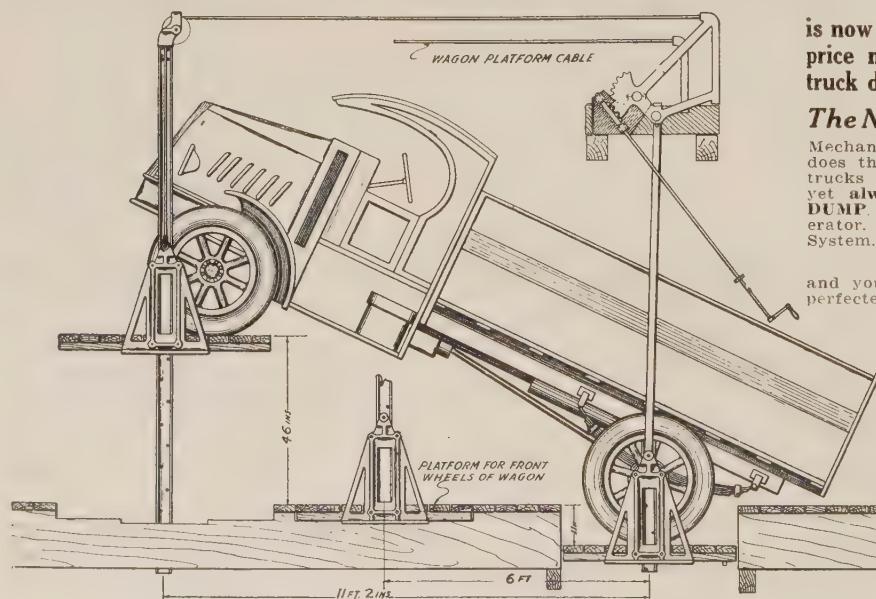
OMAHA, NEBRASKA

You know the record of the Trapp combination truck and wagon dump, and the Trapp auto-truck dump. They will give *practically perfect service* in dumping wagons, as well as trucks of all makes and weights.

#### The Trapp Dump

*OPERATES WITH ABSOLUTE AND ENTIRE SAFETY* to the trucks, the drivers, and the operator. There would be *NO POSSIBILITY WHATSOEVER OF DANGER OR ACCIDENT* if you have a Trapp Dumping System installed. We have anticipated the probability of a decline in the prices of raw materials, as well as labor; and we are prepared to offer our prospective pur-

# The Nipp Gravity Combined Truck and Wagon Dump



is now perfected and is offered to you at a price more reasonable than that of other truck dumps on the market.

#### *The Nipp Dump Requires No Power*

Mechanical adaption of leverage, and gravity, does the work; and it will dump wagons and trucks of all makes most effectually—quickly, yet always with perfect safety. **THE NIPP DUMP** is entirely under the control of the operator. You should get this modern Dumping System.

#### *You Want the Best*

and you have held off and waited to get the perfected dump—the combined truck and wagon dump at the price of one—the one that does not necessitate the operation of your elevator machinery, or the use of air, or other special power.

**NIPP DUMPS** will be sent for **THIRTY DAYS TRIAL FREE**—We have such confidence in the superiority of this Dump that we will ship immediately and let you give the **NIPP DUMP** a thorough test before you buy it.

*You Have Waited*  
for **THE NIPP GRAVITY DUMP**—it is a perfected dump—and is all ready to be shipped immediately upon receipt of your order.

**WRITE AT ONCE FOR PRICES**

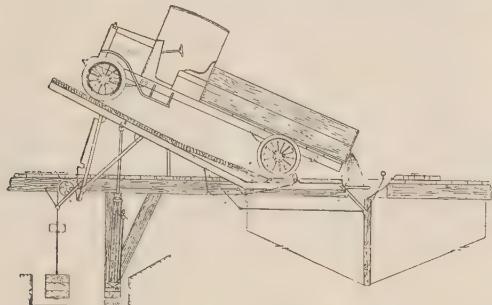
**Puritan Mfg. & Supply Co.**

1014 No. 17th Street

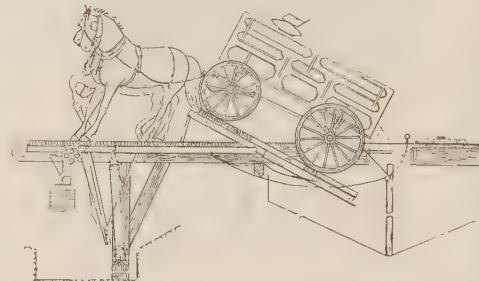
OMAHA, NEBRASKA

# FASTER — BETTER MORE ECONOMICAL

## Improved Moffitt Automatic — AMERICA'S FOREMOST TRUCK DUMP —



BUILT OF STEEL  
FOR  
STRENGTH  
AND  
DURABILITY



Combined Steel Truck and Steel Wagon Dump

**NO POWER REQUIRED**

*Hundreds Now in Use  
Safety  
Truck Wheel Stops*



*Fool Proof  
Safety  
Dump Log Locks*

### WHAT MOFFITT USERS WRITE ABOUT THEIR DUMPS

**Monitor Mills**—"We are certainly pleased with our purchase and would not do without this Dump for considerably more than it cost us."

**Oberlin Roller Mills**—"We are well pleased with our Moffitt Dump and very glad we did not get one of the other forms of pressure dumps as they are giving some trouble in this territory."

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**Crowell Lumber & Grain Co.**—"We have 20 Moffitt Dumps installed. They all work entirely satisfactory and handle the larger trucks just as easily as the small ones."

**Farmers Union Co-Op. Ass'n**—"We are fortunate in having a Moffitt Automatic Truck Dump as we handle twice as much grain now."

**Farmers Co-Op. Ass'n**—"We had a farmer in here last week with a large traffic truck and unloaded it in about 2 minutes. It pleased him so well that he said he would never haul grain any other place."

**YOU CANNOT GO WRONG BUYING A MOFFITT**

We carry one of the largest stocks of structural steel, steel shafting, steel plates, reinforcing rods, bolts, rods and washers in the middle west. Our Steel Foundry and Machine Shop are exceptionally well fitted to do most any kind of new or repair work.

**BUY NOW AND BE PREPARED**

**Omaha Steel Works**  
MANUFACTURERS FOUNDRERS MACHINISTS  
Omaha, Nebraska.



## WEBSTER SERVICE

NOW—when economical production is necessary, and elimination of waste so vital—is the time to purchase material handling equipment which can effect important economies and increase production at reduced manufacturing cost.

Webster engineers are prepared to put the skill and experience of a half century into any conveying problem you may have—and it is more than probable that somewhere in this accumulated experience, they have found the answer to your particular problem, and can recommend equipment which will measure up to your requirements, thus saving the expense of preliminary study. Why not take advantage of an organization having such a background of experience?

## The Webster Manufacturing Company

4500-4560 Cortland St., Chicago

FACTORIES: TIFFIN, OHIO, AND CHICAGO.

SALE OFFICES IN PRINCIPAL CITIES

*Bauer*  
SCIENTIFIC

BAUER BROS.  
Scientific Attrition Mill

Motor Driven Attrition Mill; also made for Belt Drive.

Of all known methods for grinding feed, the "BAUER" Ball Bearing Attrition Mill has a reputation for best results, thus assuring the continued patronage of your customers.

THE BAUER BROS. CO.  
506 Bauer Bldg. Springfield, Ohio, U. S. A.

Makers of Single Disc Mills, Centrifugal Bolt-  
ing Reels, Corn Crackers, Cake Breakers, Etc.

SCIENTIFIC

## WHAT DO YOU NEED?

to modernize your plant so it will minimize your labor and increase your profits? Is it here?

Account Books	Gravity Cleaner
Attrition Mill	Herringbone Reduction Gears
Bag Closing Machine	Lightning Rods
Bags and Burlap	Manlift
Bearings { Ball	Moisture Testers
Roller	Oat Bleachers and Purifiers
Belting	Oat Clipper
Boots	Painting or Repairing
Buckets	Portable Elevator
Car Liners	{ Gas Engine
Car Loader	Kerosene Engine
Car Mover	Motors
Car Puller	Power Shovel
Car Seals	Renewable Fuse
Cleaner	Rolls for Cracking Corn
Clover Huller	Sample Envelopes
Coal Conveyor	Scarfing Machine
Conveying Machinery	Self Contained Flour Mill
Distributor	Separator
Dockage Tester	Sheller
Dump { Auto Truck	Sieves
Dump Wagon	Siding-Roofing { Asbestos
Dump Controller	Steel
Dust Collector	Silent Chain Drive
Elevator Leg	Spouting
Elevator Paint	Storage Tanks
Feed Mill	Testing Apparatus
Fire Barrels	Transmission Machinery
Grain Driers	Transmission Rope
Grain Tables	

or anything used in a grain elevator.

Draw a line through the supplies wanted, and write us regarding your contemplated improvements or changes. We will place you in communication with reputable firms specializing in what you need, to the end that you will receive information regarding the latest and best.

## INFORMATION BURO

Grain Dealers Journal, 305 So. La Salle St., Chicago

# CODE WORDS

for

## U. S. Corn, Oats, Wheat Grades

FREE

A supplement to the Universal Grain Code is ready for distribution. It is free.

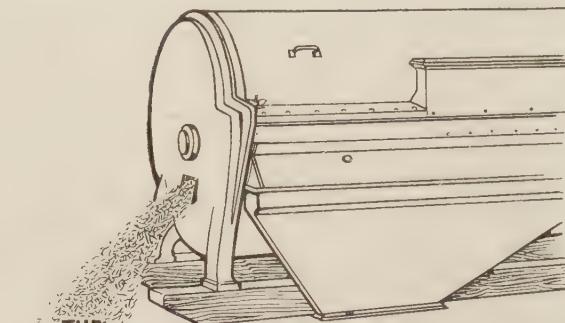
The Universal Grain Code was compiled especially for the use of the grain and milling trades, and it contains every word, phrase and term in use by the grain trade. The Code makes it possible to keep your business messages private. Its 146 pages contain 13,745 expressions and no two code words are spelled near enough alike to cause confusion. The book is 7x4 $\frac{1}{8}$  inches in size, printed on policy-bond paper, and bound in black, flexible leather. The price is only \$3.00.

Names of purchasers are published in the list of Universal Code Users and distributed to the grain trade free of charge.

The Supplement is a four-page folder to be inserted between pages 44 and 45 of Code. It gives a code word for each class, sub-class, and grade of wheat, oats and corn, and for each explanatory term, used in the new U. S. Standards. It is not lawful to sell grain for shipment in interstate commerce by any other grade than those specified in the Standards, and therefore it is necessary to specify those grades when wiring in order that misunderstandings may be avoided. A copy of the Supplement will be sent free upon receipt of an addressed, stamped envelope.

MATFELON in a message means Universal Grain Code.

**Grain Dealers Journal**  
305 So. LaSalle St. Chicago, Ill.



- extreme simplicity
- freedom of noise and vibration
- large capacity
- small size
- low power requirements
- lack of up-keep expense
- clean separation
- positive operation
- guarantee of satisfaction

These desirable features of the New Carter Disc Separator are recognized by the milling and elevator industry as the **long-hoped-for** improvements in grain cleaning machinery.

A year of practical operation in mills and elevators all over the country has established the worth of these improvements.

**The New Carter Disc Separator is no longer an experiment.** It is a machine of **proven worth**.

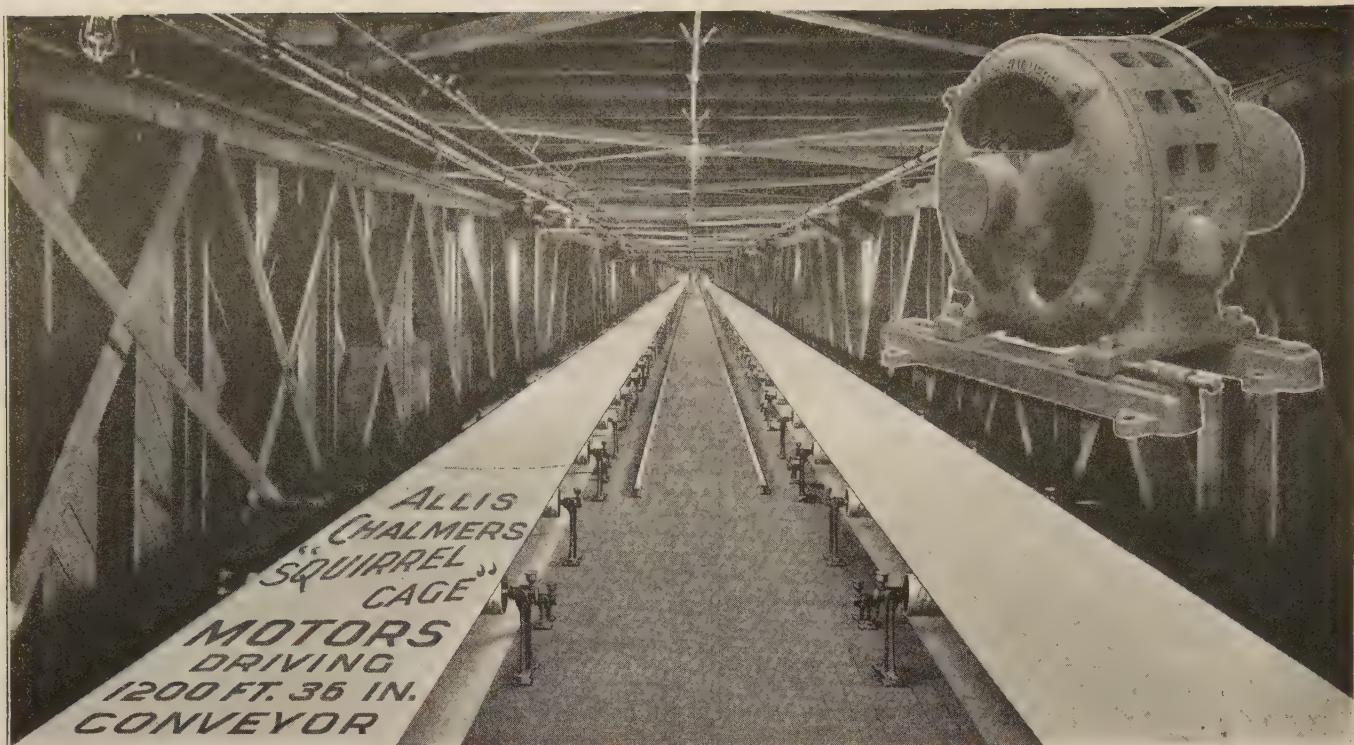
It separates: oats and barley from wheat; oats and barley from rye; wheat and seeds from oats; barley from oats; cockle, wild peas and seeds from wheat. Let us know what **you** want to clean.

**Carter-Mayhew Mfg. Co.**  
Minneapolis

*In Canada, manufactured and sold by Strong-Scott Mfg. Co., Ltd., Winnipeg*

# THE NEW CARTER DISC SEPARATOR

"A HAND PICKED SEPARATION"



**ALLIS-CHALMERS  
PRODUCTS**  
Electrical Machinery  
Steam Turbines  
Steam Engines  
Gas and Oil Engines  
Hydraulic Turbines  
Crushing and Cement  
Machinery  
Mining Machinery

**ALLIS-CHALMERS**  
MANUFACTURING COMPANY  
Milwaukee, Wisconsin, U. S. A.  
*District Offices in All Leading Cities*

**ALLIS-CHALMERS  
PRODUCTS**  
Flour and Saw Mill Machinery  
Power Transmission Machinery  
Pumping Engines-Centrifugal Pumps  
Steam and Electric Hoists  
Air Compressors - Air Brakes  
Agricultural Machinery  
Condensers

## "Standard" Steel Elevator Legging

We manufacture 8 types of elevator legging as well as elevator heads, boots, buckets and other steel and galvanized iron mill equipment.

### Types of Legs

- 2 or 4-flanged corners.
- 2 or 4-angle ironed corners.
- Dust-tight with backs double flanged over sides—riveted.
- With flanged and riveted back.
- Dust-tight flanged back with no bolts or rivets.

Write for quotations on any steel or galvanized iron mill or elevator equipments.

**Standard Steel Works**  
Successor to The Ell-Kay Mfg. Co.  
1736 Tracy, St. Kansas City, Mo.



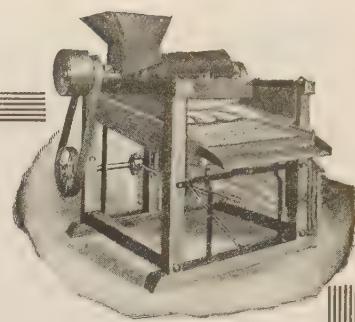
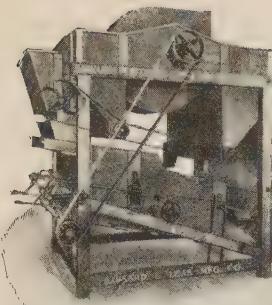
### TRIUMPH CORN SHELLERS ARE SIMPLE

They have few parts and rarely ever get out of order. They are on the job shelling corn year in and year out.

We know of hundreds of Triumph Shellers that have run for ten years and more without needing any repairs.

Triumph Corn Shellers are fully described in our new sheller bulletin. We'll be glad to mail you a copy.

**THE C. O. BARTLETT & SNOW CO.**  
Main Office and Works: Cleveland, Ohio



OUR  
**PRICES REDUCED**  
**25% TO 50%**

We are always the first to realize the requirements of our Flour Milling and Grain Dealer friends. We now come to your aid by bringing prices down within your reach.

Surely you cannot afford to pass up this opportunity of getting your mill or grain elevator in shape now for big business.

**Let us quote on your requirements**



**BARNARD & LEAS MFG. CO.**  
MILL BUILDERS AND  
MILL FURNISHERS  
ESTABLISHED 1860. MOLINE, ILLINOIS, U.S.A.

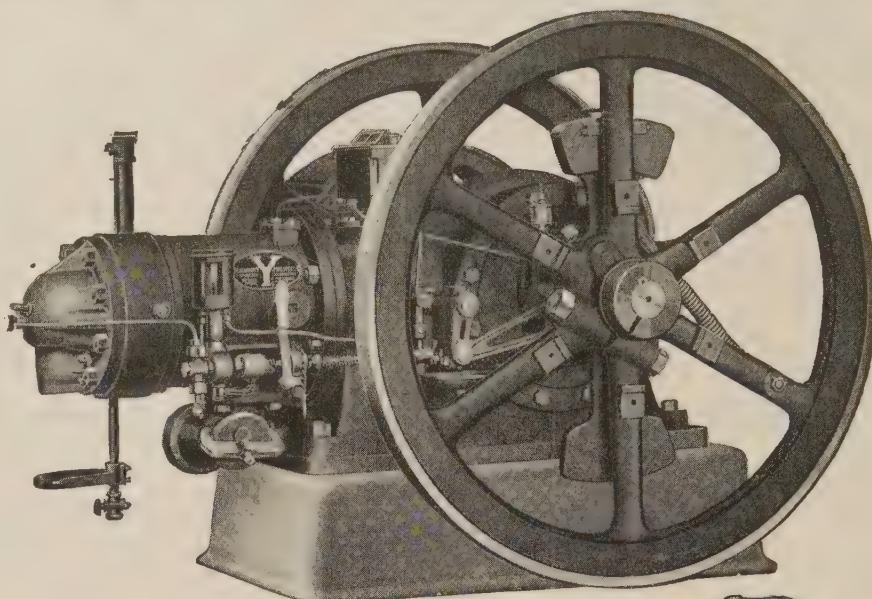


## FAIRBANKS-MORSE "Y" OIL ENGINES

**Read What This  
Mill Man Says:**

"I cannot praise the engine too much as we are getting excellent service from it. Can do a heavy day's work on 12 gallons of kerosene and one gallon of lubricating oil, where we used 30 to 40 gallons of gasoline in our old equipment. Maintenance has cost us nothing so far. We pull double leg elevator 6x12 cups, 60 in. globe cleaner, 9x18 roller feed mill and handle car puller at one operation and have not reached the limit of power at that. Were unable to handle cleaner and feed mill at same time with old equipment."

"Y" Oil Engines, 10 HP to 200 HP, give steady power from low grade fuel oils.



**Fairbanks, Morse & Co.**  
MANUFACTURERS CHICAGO  
THE CANADIAN FAIRBANKS-MORSE CO., LTD., MONTREAL



Oil Engines - Pumps - Electric Motors and Generators - Fairbanks Scales - Railway Appliances - Farm Power Machinery

OUR MOTTO for over twenty-five years has been SAFETY FIRST.

During these years we have equipped thousands of elevators with dust collecting systems to

prevent explosions, and no dust explosion or loss of a single life has occurred in one of them.

Your liability attaches if you don't protect your elevator and workers.



FOR CATALOGUE, WRITE

**THE DAY COMPANY**  
Minneapolis, Minn.

Folwell-Sinks Form Lifting  
**JACKS**

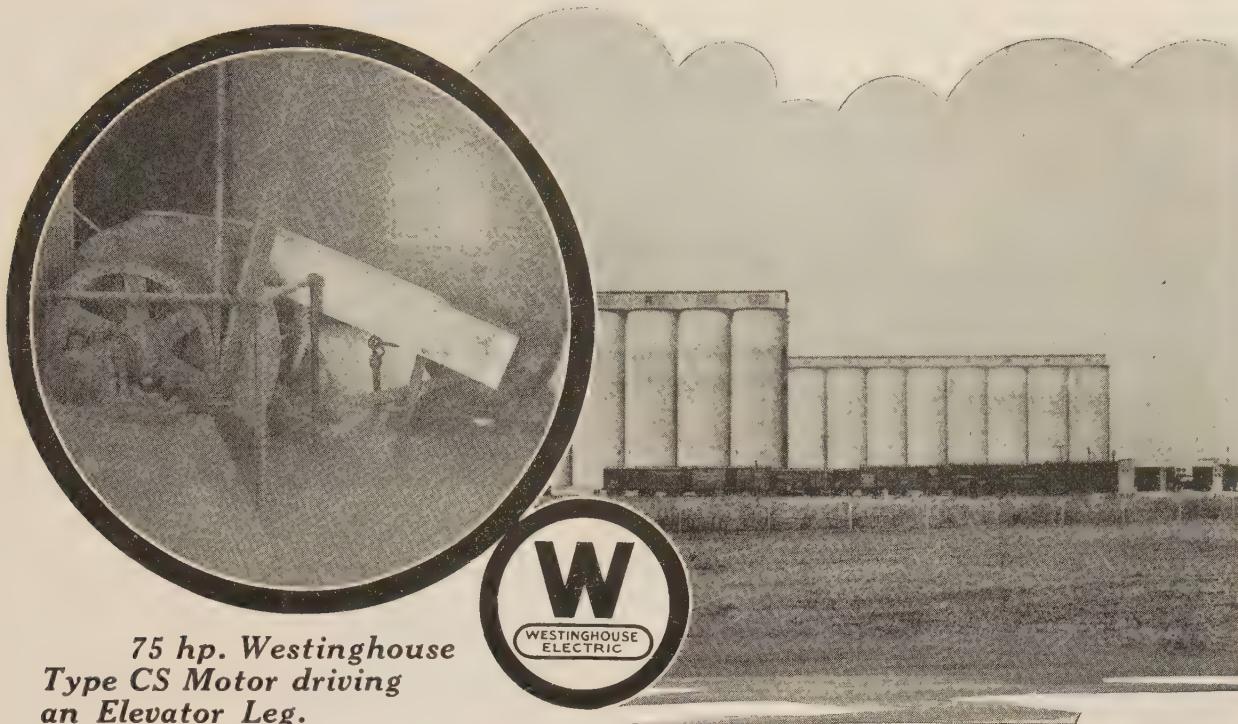


Patented

For Grain Elevator and Silo Construction

Manufactured and Sold by

**NELSON MACHINE CO.**  
WAUKEGAN, ILL.



75 hp. Westinghouse  
Type CS Motor driving  
an Elevator Leg.



*The Proper Motor Drive  
for  
Your Elevator*

**WILL MEAN**

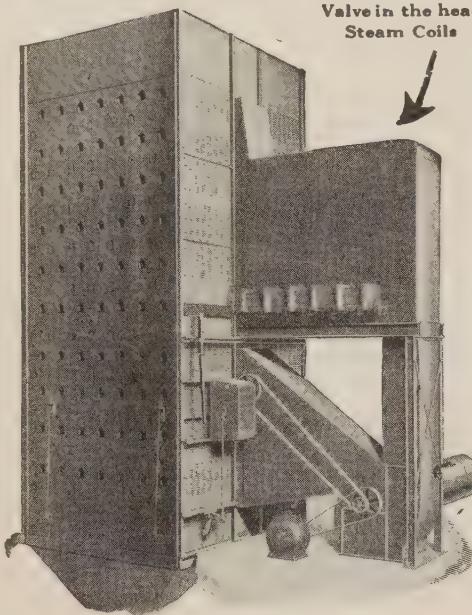
Maximum production  
Minimum cost of operation  
Satisfied customers  
Reduced fire hazards

Westinghouse Type CS motors fully meet the requirements of an ideal drive for an elevator. It is designed by Westinghouse engineers who know the requirements of elevator drives by a close and extended contact with the elevating industry.

WESTINGHOUSE ELECTRIC & MFG. CO.  
EAST PITTSBURGH, PA.

# Westinghouse

# MORRIS GRAIN DRIERS



"MORRIS DRIED SAME AS SUN DRIED"

**BE PREPARED  
BUY AN AUTOMATIC MORRIS  
You will use it every year.  
AUTOMATIC and SELF CONTAINED**

Requiring no special Building Construction. The Automatic feature eliminates an attendant. This is the simplest, most positive and uniform drier made. Write for detailed information and you will BUY A MORRIS if you buy a Drier.

We Also Offer a Complete Line of  
Direct Heat Driers

## THE STRONG-SCOTT MFG. COMPANY

*"Everything for Every Mill and Elevator"*

GREAT FALLS

SPOKANE

MINNEAPOLIS

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## SPEAR



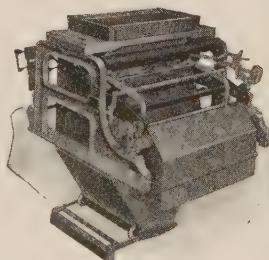
Sample  
Envelopes  
↓  
The Best

*Grain Samples Sent the Spear Way  
Always Reach Destination*

The value of supplying your customers with clean, promptly delivered samples is obvious. Do not neglect the important factor of good sample envelopes.

*Write us for samples and prices today.*

**HEYWOOD MFG. CO.**  
420 N. 3rd St. Minneapolis, Minn.



## RICHARDSON AUTOMATIC Grain Scale

*Self-operating  
Self-adjusting  
Self-registering*

for Country Elevator Service. Built to comply with specifications laid down by Interstate Commerce Commission in Docket No. 9009

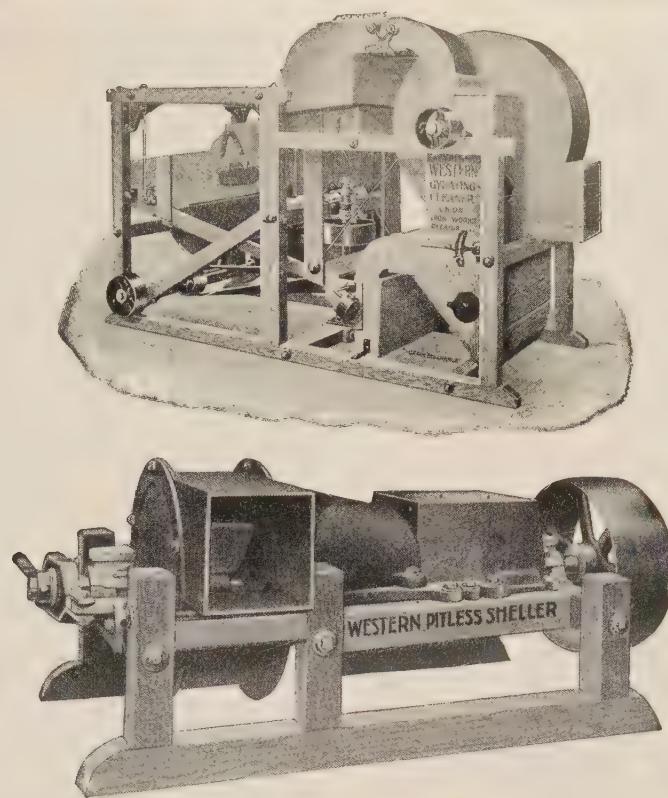
**RICHARDSON SCALE COMPANY**

Passaic, N. J.

Chicago Minneapolis Wichita Omaha

## THE VALUE OF AN ADVERTISEMENT

Depends upon placing it before the right persons. You can get your advertisements before the grain dealers of the country by using this space.

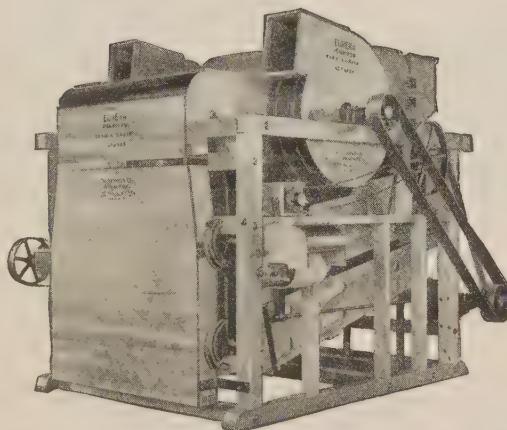
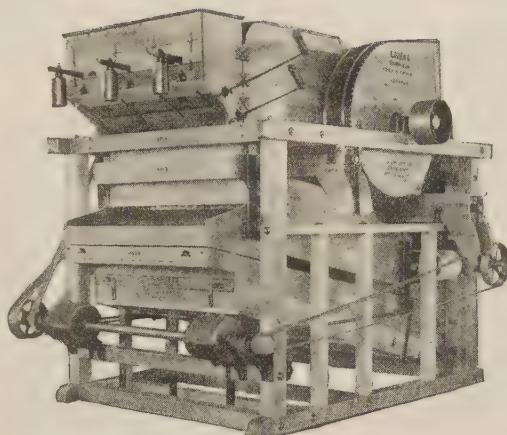


## ELEVATOR MACHINERY

The "Western Line" comprises everything needed to make an Elevator efficient and successful. We manufacture all necessary equipment, and anticipate fully the requirements of the trade. If your plant is fitted with "Western" machinery there is little fear of difficulty, but whenever things go wrong this is the house to supply you. We employ a large force of expert engineers and have spent a lifetime studying the needs of Elevator requirements. All our facilities are at your disposal.

Forty years of continuous service and satisfaction have given the "Western" line a reputation for reliability and performance that to us is as good as a copyright. Whenever equipment is wanted in a hurry we are at our best, and if you've the slightest idea of remodeling or repairing, get in touch with us at once. You should have our new catalog for quick references, and always think "Western" when in need of any elevator equipment.

**UNION IRON WORKS, Decatur, Ill.**



## This NEW EUREKA For Cleaning CORN and SMALL GRAINS IS *A Masterpiece of Efficiency!*

We purposely ask you to forget any preconceived standards you may have had of efficiency, because we believe this Cleaner is going to sweep aside every precedent of desirability that you may have had of any machine designed for a like purpose.

This, our latest offering, represents the utmost in highly developed knowledge and skill.



EUREKA  
SERVICE SATISFIES



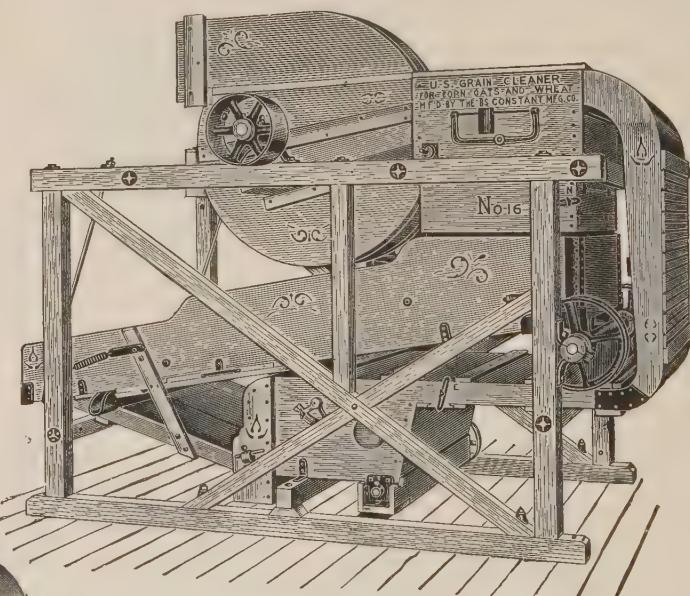
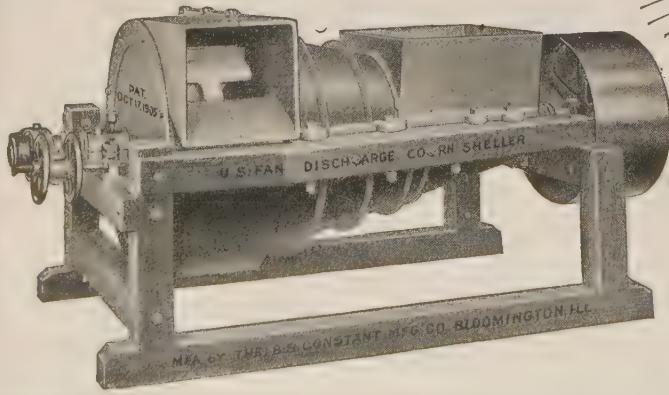
*WRITE FOR BULLETIN*

S. HOWES COMPANY, Inc.  
SILVER CREEK, N. Y.

## CLEANING AND SHELLING

the two most important operations in handling grain through an elevator—they should be the most efficient. Your desire for greater shelling efficiency will be gratified if you install

**The U. S. Corn Sheller**

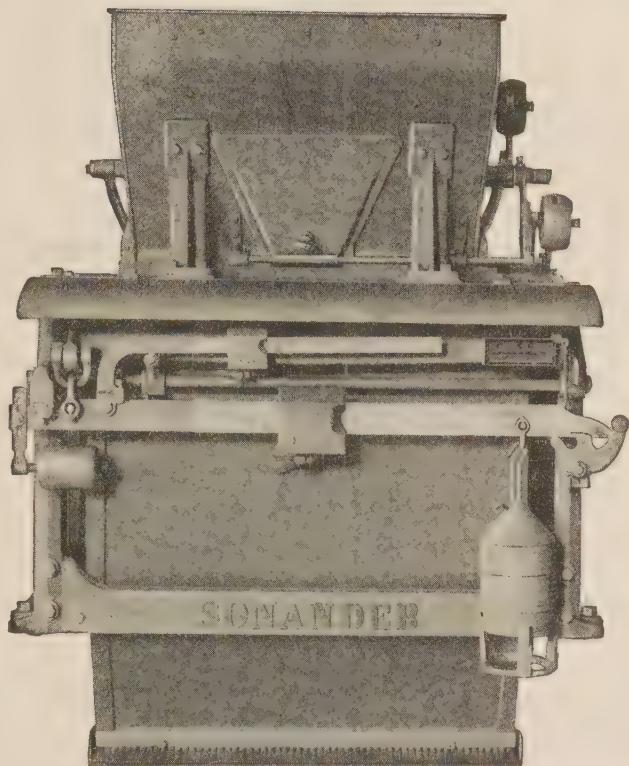


**The U. S. Grain Cleaner**

is acknowledged a leader in satisfactory performance and has built up a reputation for operating efficiency and economy unequaled by any other. Send for our catalog describing these and other grain elevator machinery.

**B. S. CONSTANT MFG. CO.**  
Bloomington, Ill.

# Weigh Accurately



The whole object of weighing is to know accurately the quantity; and any such system is useless, unless it will determine this minutely and definitely. Science and mechanical practice has demonstrated that for this purpose, the scale lever is the best for determining the fractions of pounds, and this is the principle of the

## Howe-Sonander Automatic Scale

When buying a scale be sure to inquire and investigate this scale. Its simplicity and accuracy will suit your every purpose, and save money for you. Any of the offices below will be glad to give you complete information. Address the one nearest you.

### Howe Scale Co. of Illinois

CLEVELAND, OHIO, 1424 W. 9th St. Henry Vogel, Mgr.  
CHICAGO, ILL., 1315 So. Wabash Ave. O. B. Main, Mgr.  
ST. LOUIS, MO., 512-514 St. Charles St.  
DALLAS, TEXAS, 600 So. Ervay St.  
KANSAS CITY, MO., 1510 Main St. W. C. Peak, Mgr.  
PITTSBURGH, PA., 112 Wood St., J. B. Bishop, Mgr.

## Duplicating Grain Contracts

Do not take chances on verbal contracts for future delivery of the grain you are now purchasing. With the present unstable condition of the markets, Mr. Farmer is very liable to forget them if the market should advance or his crop be a failure.

Our Duplicating Grain Contracts will save you time, worry and money and should be used on every purchase. They certify the Farmer "has sold—Bushels of \_\_\_\_\_ at \_\_\_\_\_ cents per bushel, to grade No. \_\_\_\_\_, to be delivered at \_\_\_\_\_ on or before \_\_\_\_\_. They also certify that "If inferior grain is delivered, the market difference at which such grain is selling on day of delivery shall be deducted."

Put up in books of 100 duplicate sets. Originals of bond paper are machine perforated so they may be easily torn out, while the manila duplicate remains firmly bound in the book. Both sheets contain a printed form on the back for entering all grain delivered on the contract. Check bound and supplied with 4 sheets of carbon. Size 5 $\frac{1}{4}$ x8 $\frac{1}{4}$  inches.

Order Form 10DC, Price \$1.00

Send all orders to

**Grain Dealers Journal**

305 South La Salle St.

CHICAGO, ILL.

## Humphrey Elevator

### The Pioneer Employees Belt Elevator

The employee's Elevator was the invention of **Seth K. Humphrey**, a miller himself, who knew from experience how much energy and valuable time was wasted climbing stairs in mills and elevators.

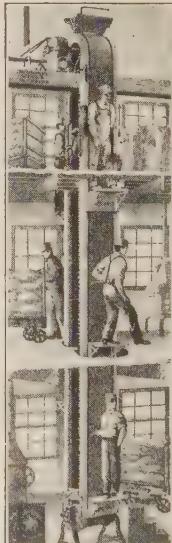
In 1887, the first **Humphrey** Employee's Elevators were manufactured and installed—and today most of these pioneers are in active use.

From the very start, employers have been quick to see the advantages the **Humphrey** possessed, reducing the costly waste of energy and time while saving its cost many times over.

Other manufacturers have imitated, but **Humphrey** performance and the high standard of **Humphrey** quality have grown to mean so much that all employees elevators are often referred to as **Humphrey**.

**There is only one Humphrey**—made by the Humphrey Elevator Co., at Faribault Minn., with representatives in principal cities. That's why we say

*If not made by Humphrey Elevator Co.  
it's not a genuine Humphrey*



**HUMPHREY ELEVATOR CO.**

SOLE MANUFACTURERS

FARIBAULT

--

MINNESOTA

# THE BEALL SEPARATOR

*A splendidly balanced, smooth-running machine that pays a good profit wherever used, cleaning grain evenly and thoroughly with two independent fans.*

**Beall**  
THE MARK OF QUALITY

*The air system is as perfect as modern ingenuity can make it. Never any disappointment. Send for Catalog giving full working particulars and complete details.*

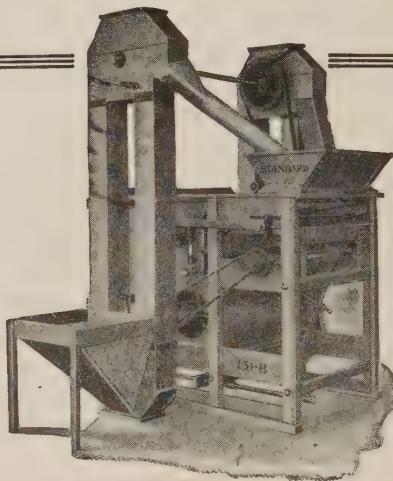
**Beall Improvements Co.**  
Decatur, Illinois

The Progressive Grain Dealer is interested in the cleaner that will effectually do his work with the least trouble and expense. In the

## STANDARD

you have embodied simplicity, economy and completeness. Write for our catalogue giving full particulars.

**The International Mfg. Company**  
CRESTLINE, OHIO



## CALDWELL

### “HELICOID” Screw Conveyor

The flight is rolled from one strip of metal and is given its permanent form by the rolling process. Mounted on larger and stronger pipe than sectional flight conveyor. Interchangeable with sectional flight conveyor.

Standard sizes 3-inch to 16-inch diameter and standard lengths carried in stock.

“Helicoid” is the most efficient conveyor for handling grain and is used exclusively by some of the largest houses in the country.

Our complete line covers everything you need in the Elevating, Conveying and Power Transmitting Line.

Send for our large catalogue No. 45.

**H. W. CALDWELL & SON CO.**

Chicago, Ill., 17th St. and Western Ave.

New York, 50 Church St.

Dallas, Tex., 709 Main St.

# 80 TON CAR

## Unloaded in Less Than 2 Hours with a

# Godfrey Conveyor

A letter received from a prominent Coal Dealer embodies the following statement:

"Since installing your Conveyor we tried it on an eighty ton hopper car and unloaded it in less than two hours, which we consider highly satisfactory."

*We are pleased to give you the name and location of this dealer upon request.*

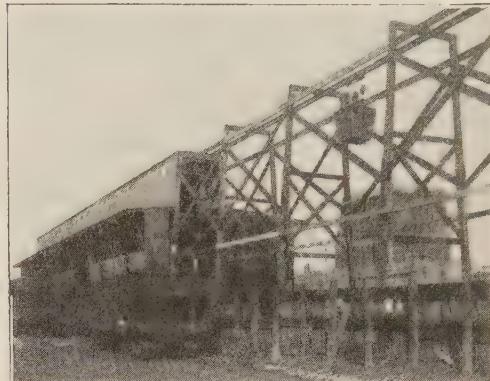
## YOU ALSO CAN SAVE TIME AND MONEY

Whether you handle Coal or Grain, a Godfrey Conveyor will produce marked savings in time, labor, car demurrage and degradation.

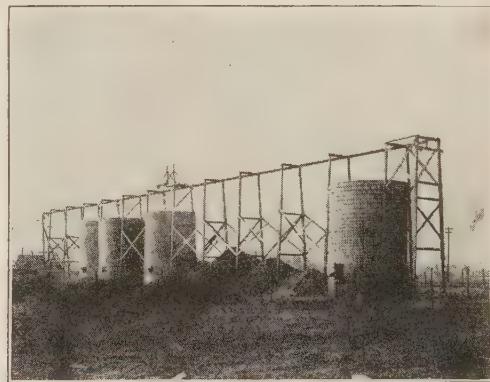
Look to the future and prepare NOW to benefit from the saving service of a "Godfrey."

Write for descriptive catalogue.

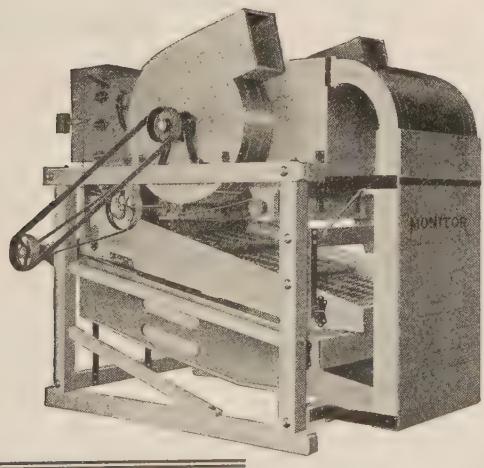
**Godfrey Conveyor Company**  
107-127 13th Street      Elkhart, Indiana



Installation showing "Shed Covering" and open storage.  
Coal is deposited in piles under covering of sheds.



A popular type of installation, showing adaptation for Silo Storage.



## Some Machines are a Necessity—

THE



COMBINED  
CORN  
AND  
GRAIN  
CLEANER

HAS ESTABLISHED BY ITS

{ HIGH GRADE WORK  
CONVENIENT ARRANGEMENT  
DOUBLE SCREEN RUN  
PERFECT AIR SEPARATIONS

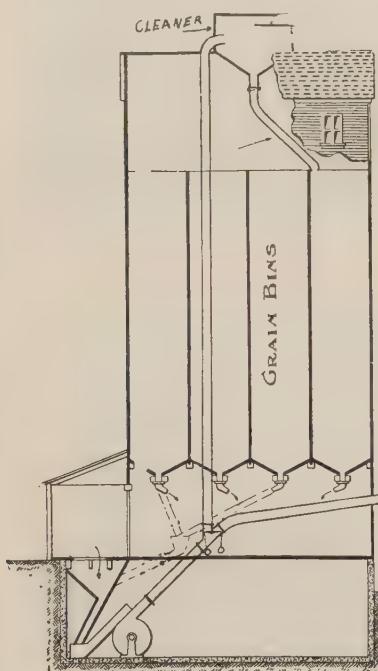
—a reputation of high degree. Take the time to examine one at work. We will tell you of one in your vicinity. If you see it at work it will tell its own story. Study its details. Then you will know why the Monitor is sold in such large numbers.

Canadian Plant:  
HUNTLEY MFG. CO., Ltd.  
Tillsonburg, Ont.

**HUNTLEY MFG. CO.**  
Department B  
**SILVER CREEK, N. Y.**

## Bernert Grain Blower and Conditioner

Sectional view elevator installation of the Bernert Grain Blower and Conditioner fitted with Combined Elevator and Loader attachment. Note how simple the equipment. Only one machine with one pipe leading up into the Cleaner and another leading to the car. By simply pulling the chain leading from the valve lever, connections can be switched in an instant from either elevating to loading, or loading to elevating. No nuts or bolts to be loosened; no stops necessary.



The Bernert Grain Blower and Conditioner is the most simple and most adaptable machine for elevating grain and similar material whether stationed inside or outside of building.

A lower or entirely done away with basement, no overhead transmissions, faster and less expensive installation, all operating machinery on the ground floor, less fire hazard, etc., are all points in favor of this system.

Grain is being received the same as with the bucket system, spouted or dumped direct into the hopper of the machine.

*For further information, write for catalog to the*

**Bernert Mfg. Co.**

491 12th Street

MILWAUKEE, WIS.

## Here's a record from New Jersey

In a letter of recent date, Mr. H. E. Deats, proprietor of the Minnea-Konig Farms at Flemington, N. J., writes:

"Please send me one cylinder head gasket for 15 H. P. Otto engine No. 6822. This engine has been in use nearly 20 years, and the gasket has just begun to leak."

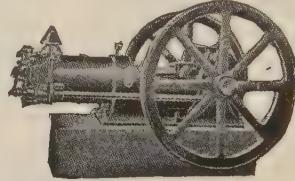
Otto owners all over the country have reported thousands of similar records—20 years is not at all unusual. Many of them add, "The engine seems good for twenty more years."

If you are interested in stationary engines—gas, gasoline, or kerosene—you need the Otto catalogue. Drop us a postal for your copy.

Models up to 50 H. P. in stock.

**Otto Engine Manufacturing Co.**

3219 Walnut Street, Philadelphia, Pa.  
15-17 S. Clinton St., Chicago, Ill.



## TYDEN CAR SEALS

Bearing shipper's name and consecutive numbers.

Prevent  
**CLAIM LOSSES**  
10,000 SHIPPERS  
Are now using them

Write for samples  
and prices.



**INTERNATIONAL SEAL & LOCK CO.**

Chas. J. Webb, Vice-President  
617 Railway Exchange Bldg., CHICAGO, ILL.

## THE RISING COST OF A LETTER

It is now costing you something like 15 cents for each business letter as per list below. The remedy is not to use fewer letters but to produce better letters and part of a better letter is its appearance. Give your effort the good impression that follows good stationery. Steel Die Embossed Stationery is to the letter what good clothes are to the salesman, and the extra cost over the ordinary kind where you send out 25 letters per day does not exceed 10 cents.

Here is a conservative list of letter cost per hundred. (This schedule omits cost of dictator's time, the largest item of all.)

	Type	Steel Die	Printed	Embossed
Stenographic Wages, assuming 50 letters per day, \$15 per week....	\$5.40		\$5.40	
Office overhead .....	5.40		5.40	
Postage .....	3.00		3.00	
Envelope making .....	.08		.08	
Paper, high grade, 20 lb. Type Printing Letter Head and Envelope .....	1.00		1.00	
Steel Die Embossing Letter Head and Envelope .....	.40		....	
				.80
			\$15.28	\$15.68

We make anything that is engraved on paper. Business and personal Xmas greeting cards. Samples willingly furnished.

**THE AMERICAN EMBOSSED CO.**  
192-96 Seneca Street Buffalo, N. Y.

Carrying money to the bank becomes a habit with Advertisers who regularly use the advertising pages of the GRAIN DEALERS JOURNAL.

**CONE-SHAPE GRINDERS**

**It PAYS to GRIND ALL GRAINS**

Look to the Grinders. They do the work! Bowsher's Cone - Shape grinders are the correct principle in Feed Mill construction. They mean larger grinding surface closer to center of shaft; thus More Capacity, Lighter Draft, Longer Life.

"Desire to express my appreciation of the long-lasting, trouble-proof Bowsher Cone-Shape Grinders. I have had them in use for 10 years and will less than One Dollar per year for repairs." R.W. Watt, Jacobsburg, O.

10 sizes; 2 to 25 H.P. Write for free catalogue. G.  
N. P. BOWSHER CO., SOUTH BEND, IND.

**8 Inch Loop Steel Car Seal**

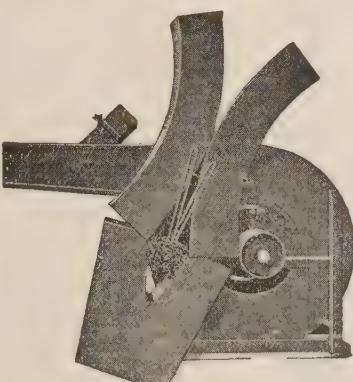
**Triangular Seal**

...and... Protect Your Shipments by Using Edgar Car Seals Keyless Padlock

Take your choice of the two steel seals. No hidden springs or catches to assist or encourage pilfering. The thief knows to open the seal is to break it. The break cannot be covered up. If you believe in Insurance, BUY EDGAR SEALS NOW. SEND FOR PRICE AND SAMPLES.

**EDGAR STEEL SEAL & MFG. CO., Lawrence, Kansas**

# Don't Swallow the Dust



Stationary Car Loader for Elevators  
\$180.00 to \$225.00

We load with your portable car loader, rapidly and without scooping. It has given us no trouble. Midland Grain Co., Midland City, Ill.

I have been loading EAR corn with your Engine portable outfit. This is my second season using it. I wouldn't be without it. Jas. F. Harris, Maroa, Ill.

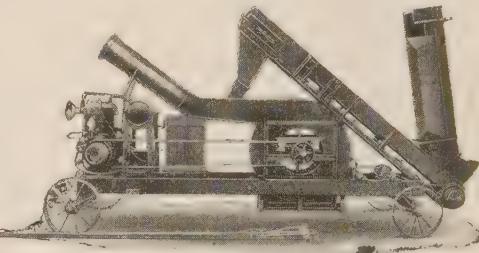
#### PRICES REDUCED

Write today for catalog and reduced price list. We will include special blue prints, if desired, showing portable outfits used with small storage tanks. You can solve your loading problems for good with a Boss Air Blast Portable or Stationary Car Loader.

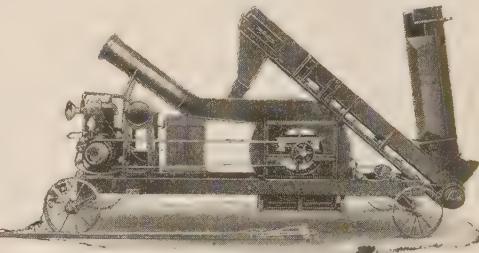
## Maroa Manufacturing Co.

Dept. C

MAROA, ILLINOIS



Portable Car Loader, Operated by Tractor  
\$425.00 to \$485.00



Gasoline Driven Car Loader  
\$1125 to \$1185



## KENYON Ear Cob Crusher

No irons such as horseshoes, hammers, etc., can stop this machine. Positively eliminates all corn crushing troubles.

Send for catalog and all details.

Burgess-Norton Mfg. Co.  
GENEVA, ILL.  
U. S. A.

For elevator and mill supplies we issue a net price catalog. If in the market write us for one.

## Want an Elevator?

**The Automatic Dump Controller**

There are dump controllers new,  
And dump controllers old,  
There are dump controllers on the market  
Which are never sold.  
But we are here to tell you,  
So listen! while we say  
"We're over thirty hundred strong  
And selling more today."

Now is the time for cleaning up and remodeling, so, boys, don't overlook your dump, the most important feature of your plant,—but try and improve it.

*Get the best possible equipment.*

*It's a trade getter and plays for keeps.*

**L. J. McMILLIN**

525 Board of Trade Building  
INDIANAPOLIS, IND.

  
**BAD ORDER CARS** cause the loss of many hard earned dollars to shippers of grain and seed. **MUCH OF THIS LOSS** can be saved by the use of Kennedy Car Liners. These car liners practically condition a bad order car and enable shippers to load cars that otherwise would be rejected. **KENNEDY SYSTEM** of car liners prevent leakage in transit and we make Car Liners for all cases of bad order cars, consisting of full Standard Liners, End Liners and Door Liners. **WILL YOU NOT** give us an opportunity to submit full details of our system and the low cost of same? We are confident this would demonstrate to you the efficiency and money saving merits of our proposition.

**The Kennedy Car Liner & Bag Co.**  
Shelbyville, Indiana  
Canadian Factory at Woodstock,  
Ontario

A black and white photograph of a man in a suit and tie, standing outdoors in front of a building with trees in the background.

# **FOUR THINGS**

the advertiser considers before an advertisement is placed:

## **CIRCULATION QUALITY INFLUENCE RATES**

The GRAIN DEALERS JOURNAL guarantees its CIRCULATION; boasts of the QUALITY of its circulation; has succeeded because of its INFLUENCE, and pays advertisers because its RATES are reasonable.

# FOUR THINGS

the advertiser considers before an advertisement is placed:

# CIRCULATION QUALITY INFLUENCE RATES

The GRAIN DEALERS JOURNAL guarantees its CIRCULATION; boasts of the QUALITY of its circulation; has succeeded because of its INFLUENCE, and pays advertisers because its RATES are reasonable.

# **Duplicating Wagon Load Receiving Book**

This book is designed to facilitate the work of country buyers during the busy season when each farmer is hauling a number of loads at a time. The above illustration shows the left hand side of the sheet which remains in the book. The outer half has the same rulings, but is printed on the other side of the sheet, so that when sheet is folded back on itself, and a sheet of carbon is inserted, an exact duplicate will be made of each entry. Each page has room for 33 loads and is machine perforated down the middle so outer half may be torn out and given to the farmer or sent to headquarters of line company.

The book is 12x12 inches, check bound with canvas back, contains 225 leaves ruled both sides, and nine sheets of carbon.

**Order Form 66. Price \$3.00. Weight, 4 lbs.**

**Grain Dealers Journal**

# SPECIAL DESIGNS

For Every Requirement  
In Handling  
**GRAIN**  
AND  
**COAL**

We will mail you free a new book showing over 300 photographs and plans of country elevators, flour mills, rapid handling plants, all kinds of equipment, coal handling plants, and much other useful information to the elevator operator. This book will be mailed you for the asking.



LET US DEMONSTRATE WHAT



## IBBERSON

Grain and Coal

ELEVATORS WILL DO



T. E. IBBERSON COMPANY

ENGINEERS & CONTRACTORS

GRAIN	Corn Exchange Building	COAL
ELEVATORS	MINNEAPOLIS	ELEVATORS



## GRAIN ELEVATOR BUILDERS

BUILT BY

**YOUNGLOVE**

Construction Co.

SIOUX CITY, IOWA

WOOD or CONCRETE—COAL and GRAIN  
ELEVATORS

Any style to fit the needs and investment

Licensed Engineers

**FEDERAL ENGINEERING CO.**Designers and Builders—Grain Elevators, Mills and Warehouses  
TOPEKA, KANSAS

Your Individual Needs  
are respected when your elevator  
is designed and built by  
**W.H. CRAMER CONSTRUCTION CO.**  
NORTH PLATTE, NEB.  
Write for Details of Our System



Reinforced Concrete  
Grain Elevators  
Mill Buildings  
Warehouses  
Economical to Build  
FIREPROOF

Yearly Upkeep for Building Repairs  
Eliminated

Write us for plans and estimates  
on building costs

The Spencer Construction Co.  
514 Garrett Bldg. Baltimore Md.

WHEN YOU BUY—BUY RIGHT.  
OUR ADVERTISERS OFFER THE BEST.

January 20, 1921

Mr. James M. Huston, County Agent  
Platte City, Missouri.

Dear Sir:—

Answering your favor of the 19th inst., wish to say that our new concrete grain elevator was built by The Monolith Builders, Inc., Independence, Missouri.

We are well pleased with the building, and feel that we have more storage and a finer elevator, per dollar invested, than any other we know of.

The above mentioned people are mighty nice people to do business with, and we are sure that they will be glad to take this matter up with you in detail, and they can explain our building to you better than we can't y letter.



Yours very truly,

Sweet Springs Milling Co.,  
by R. Sam Hays, Pres.

**The Monolith Builders, Inc.**  
INDEPENDENCE, MISSOURI

**HOLBROOK, WARREN & ANDREW**Successor to  
Miller, Holbrook, Warren & Co.

Designing Engineers

Reinforced Concrete Elevators. Large or Small  
Millikin Building . . . DECATUR, ILL.**D. F. HOAG & CO.**Designers and Constructors of  
**GRAIN ELEVATORS**

Corn Exchange, Minneapolis

**R. C. STONE ENGINEERING CO.**320 MERCHANTS EXCHANGE  
ST. LOUIS, MO.DESIGNERS AND BUILDERS OF  
**CONCRETE AND WOOD ELEVATORS**  
CORRESPONDENCE SOLICITED**A. F. ROBERTS**ELEVATORS  
CORN MILLS  
WAREHOUSESFURNISHES PLANS  
ESTIMATES  
MACHINERY  
SABETHA, KANSAS**Brandon Construction Co.**

The Southeast's  
Foremost Elevator  
BUILDERS  
Marianna Florida

**EFFICIENT ERCTING CO.**

We make plans and build up-to-date  
**GRAIN ELEVATORS AND MILLS**  
GEO. H. CRAIG  
6063 Parnell Ave., Englewood, Chicago, Ill.

**Grain Shippers**

and in fact all grain men who are wide awake and on the alert to get onto all the ins and outs of the grain business, subscribe for and read the Grain Dealers Journal

**A. P. HUSTAD CO.**  
CONSULTING ENGINEERS

Designers: Elevators, Mills, Warehouses

Write us for estimates and proposals on  
economical and up-to-date designs.  
917 Andrus Bldg. MINNEAPOLIS, MINN.

CARS ARE SCARCE—  
—YOU NEED EXTRA STORAGE SPACE  
**GEO. W. QUICK & SONS**

CAN SUPPLY YOUR NEED

Designers and Builders of Concrete Elevators,  
Storage Tanks and Coal Pockets  
TISKILWA, ILL.**A. J. STAUFFER**

Designer--Builder

Reinforced Concrete Elevators  
1805 Michigan Ave., Joplin, Mo.**MACDONALD ENGINEERING CO.**  
DESIGNERS AND BUILDERS OF  
**GRAIN ELEVATORS**

MONADNOCK BLDG. CHICAGO, ILL.

**BALLINGER & McALLISTER**  
ENGINEERS AND CONTRACTORSGrain Elevators Driers Coal Chutes  
Wood or Concrete  
UNITY BLDG., BLOOMINGTON, ILL.**BIRCHARD**  
CONSTRUCTION CO.

CONTRACTORS GRAIN ELEVATORS

Mills and Warehouses

Especially Designed for Economy of  
Operation and Maintenance

704 Terminal Bldg., LINCOLN, NEB.

## GRAIN ELEVATOR BUILDERS

### DO YOU

Want to Know the Value of  
Your Elevator?

Write an experienced graduate  
engineer and estimator, and  
have an estimate made at once.

**E. D. MAYO, M. E.**  
700 Flour Exchange Building  
MINNEAPOLIS, MINN.

If you wish to build your elevator  
right, my eighteen years experience  
is at your command.

**C. E. BIRD & CO.**  
MINNEAPOLIS MINNESOTA

**Decatur Construction Co.**  
ENGINEERS AND BUILDERS  
OF GRAIN ELEVATORS  
760-762 Gushard Building  
DECATUR ILLINOIS

**THE STEARNS-ROGER MFG. CO.**  
ENGINEERS  
MANUFACTURERS  
CONTRACTORS  
DENVER, COLO.

MINECRAFT  
MILLING MACHINES  
AND PLANTS

Design--Construction--Equipment of  
**GRAIN HANDLING PLANTS**

### ANNOUNCEMENT

THE STAR ENGINEERING CO., INC., has succeeded the building department of the White Star Co. and consists of the past owner, engineers and superintendents of the old company.

Yours for the best  
COUNTRY ELEVATORS

**THE STAR ENGINEERING CO.**

209-11-13 N. St. Francis

Wichita, Kansas

**HICKOK** Construction Co.  
MINNEAPOLIS **ELEVATORS**



if you are building an  
elevator don't fail  
to first investigate

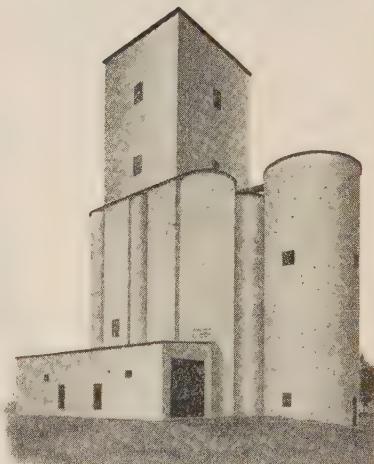
### RELIANCE SERVICE

Elevators of our design and construction are the best endorsement of our work. We study your particular problems and build the elevator best adapted to your needs. Write us for further particulars.

**Reliance Construction Co.**

Board of Trade

Indianapolis, Indiana



We Plan, Contract  
and Build

Concrete or Wood  
Grain or Coal  
ELEVATORS

Write for estimates and proposals  
on modern plants

**Clemans & Martin**  
South Solon, Ohio

GRAIN ELEVATORS  
MILL BUILDINGS  
FEED MILLS  
INDUSTRIAL PLANTS

**BURJELL**  
COMPANY

Registered Structural  
Engineers  
More than 20 years experience  
30 N. La Salle Street  
Chicago, Ill.

**L. J. McMillin**  
ENGINEER and CONTRACTOR of  
**GRAIN ELEVATORS**  
Any Size or Capacity  
523 Board of Trade Bldg., Indianapolis, Ind.

**W. C. BAILEY**  
Contracts and Builds  
**Modern Grain Elevators**  
We can furnish and install equipment in old or new  
elevators, guaranteeing greater capacity with less  
power, and positive Non-Chokable working leg  
Let us show you  
433 Railway Exchange Bldg., OMAHA, NEB.

FOR SALE BY  
Account Books  
Grain Dealers Journal  
CHICAGO

GROUP OF TERMINAL ELEVATORS BUILT RECENTLY BY US AT  
**Port Arthur, Ontario**

FOR

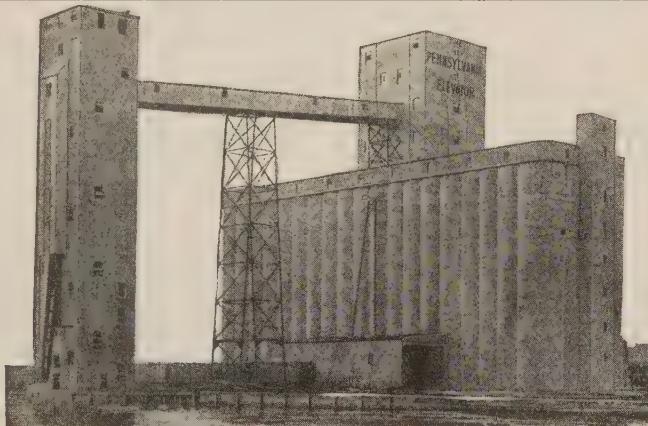
The Grain Growers' Grain Company,  
 Limited.

The Saskatchewan Co-operative Elevator  
 Co., Limited.

The James Richardson & Sons, Limited.

**THE BARNETT - McQUEEN  
 COMPANY, LIMITED**

*Designers and Builders of GRAIN ELEVATORS*  
 Offices: Fort William, Ont., Duluth, Minn.  
 Minneapolis, Minn.



Pennsylvania Railroad Co.'s Terminal Elevator at Erie, Pa. 1,250,000 storage capacity, with marine leg, 25,000 bu. receiving capacity. All concrete, modern construction, with latest improvements.

Designed and built under the direction of

**Folwell-Ahlskog Co.**

McCormick Bldg. - Chicago, Ill.

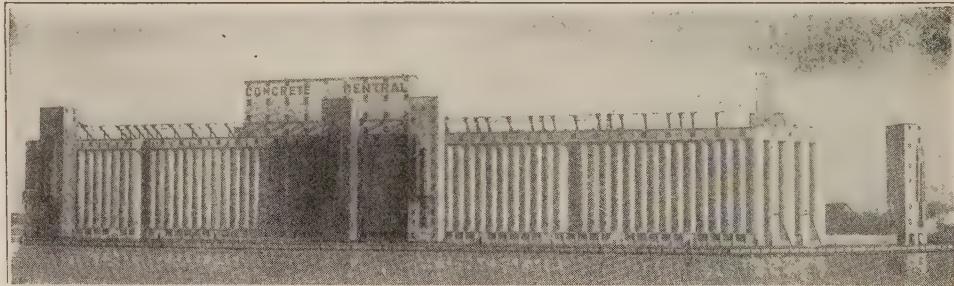
*Write us for Estimates and Proposals*

**Monarch Built  
 Elevators**

assure you economical design, first class work, efficient operation.

**SATISFACTION**

*Let us Submit Designs  
 and Prices*



Concrete Centra Buffalo, 4,500,000 Bu.

One of the modern houses which has made a record for rapid and economical handling

**MONARCH ENGINEERING CO., BUFFALO, N. Y.**

**THE MOST MODERN ELEVATOR IN THE WORLD**

The view below is the Pennsylvania Railroad Company's new Northern Central Elevator No. 3, located at Canton, Baltimore Maryland. This elevator is equipped with four Stewart Link-Belt Grain Car Unloaders. See them in operation and be convinced of their great saving in labor cost.

**JAMES STEWART & CO., Inc.**

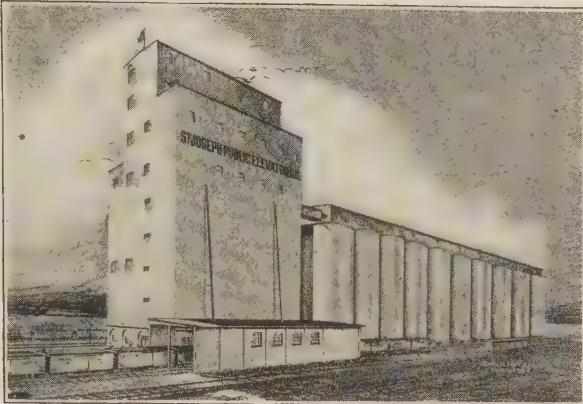
Designers and Builders  
 GRAIN ELEVATORS  
 IN ALL PARTS OF THE WORLD

GRAIN ELEVATOR DEPT.  
 15th Floor, Westminster Bldg.  
 CHICAGO  
 W. R. SINKS, Manager

Capacity  
 5,000,000 Bushels



"We have built for many of your friends. Eventually we will build for you. Why not now?"



## St. Joseph Public Elevator

St. Joseph, Mo.

## John S. Metcalf Co.

*Grain Elevator Engineers*

108 South La Salle St.  
CHICAGO, ILL., U. S. A.

54 St. Francois Xavier Street  
MONTREAL, CANADA

395 Collins Street  
MELBOURNE, AUSTRALIA

314 Reconquista  
BUENOS AIRES

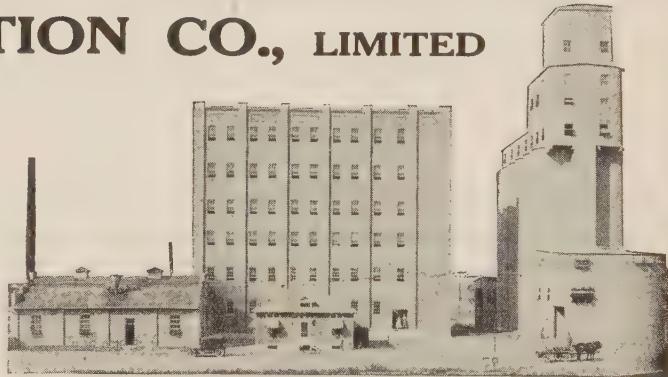
## FEGLES CONSTRUCTION CO., LIMITED

ENGINEERS — CONTRACTORS

MINNEAPOLIS, MINNESOTA, 706 First Ave. North  
GRAIN EXCHANGE, FORT WILLIAM, ONT.

WE ARE PREPARED TO TAKE  
AND EXECUTE CONTRACTS ANY-  
WHERE. GRAIN ELEVATORS, MILLS  
HEAVY ENGINEERING STRUCTURES

WE HAVE AN ENVIALE RECORD FOR SERVICE



Elevator and Mill Designed and Built for Lake of the Woods  
Milling Co., Ltd., Medicine Hat, Alberta.

## BURRELL ENGINEERING AND CONSTRUCTION CO.

Established 1897— CHICAGO —Incorporated 1902

Continuously under the management of

GEORGE T. BURRELL, President

DESIGNERS AND BUILDERS

## Grain Elevators, Flour Mills and Related Buildings

In doing our best, completely and satisfactorily to handle work in  
this field of construction we have sought to establish the fact that

*No job is too small to merit our careful attention and none so large  
as to tax our capabilities.*

1102-10 Webster Building, Chicago, Illinois

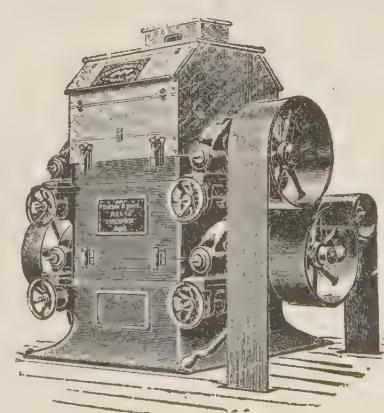
404 Scarritt Arcade, Kansas City, Missouri

### Grain Shipping Ledger

Form 24. An indexed shipping ledger for keeping a perfect record of the shipments of 5,000 cars. Facing pages are given to each firm to whom you ship and name indexed. The pages are 10½ x 15½ inches, used double.

The book contains 100 double pages. The best linen ledger paper is used. The regular ledger index in front will accommodate all names necessary. The book is tight bound in heavy cloth covers with leather back and corners. Price, \$4.00.

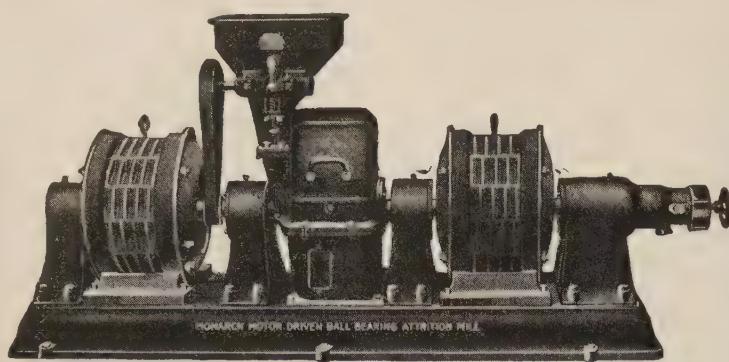
GRAIN DEALERS JOURNAL  
305 So. La Salle Street CHICAGO, ILL.



## More Profits

The elevator owner who installs a feed mill in his elevator puts himself in line for more profits. No other sideline is as profitable. Your farmer patrons must have feed for stock. Are you going to let them go to your competitor? Drop us a line asking for further particulars regarding a feed mill for your elevator.

J. B. Ehksam & Sons Mfg. Co.  
Enterprise, Kansas



## There's Economy In Every Detail

Economy in feed grinding, as in any other business, means increased profit, and you are assured of the maximum amount of profit if you take advantage of the economical features of the

### MONARCH BALL BEARING ATTRITION MILL

**SAVES TIME**—Requires no trammimg.  
**SAVES LABOR**—No worn down bearings.  
**SAVES LUBRICANT**—Uses grease instead of oil.  
**SAVES EXPENSE**—Maintenance cost is small.

**SAVES TROUBLE**—Product always uniform.  
**SAVES DELAY**—Rapid grinding; large capacity.  
**SAVES REPAIRS**—Durably constructed.

### SPROUT, WALDRON & COMPANY

Mill Builders and Milling Engineers

P. O. Box No. 26  
Main Office and Works: **MUNCY, PA.**

KANSAS CITY, MO., 102 New England Bldg. MINNEAPOLIS, MINN., 407 Fourth St., So. CHICAGO, ILL. No. 9 So. Clinton St.



Throughout the New Year this Trade Mark will represent the best to be had in Grain Cleaners and Packers. In the INVINCIBLE line there is a machine for every purpose.

**INVINCIBLE GRAIN CLEANER COMPANY**  
Silver Creek, N. Y.



### Grain Dust is a Fire Hazard

Wherever it settles.

Exposed to ignition by spark and spontaneous combustion a constant menace to life and property.

The only **SANE, SAFE** thing to do is recover the dust with an all-metal fireproof

### "Knickerbocker 1905 Cyclone"

Write for Catalog.

**The Knickerbocker Co., Jackson, Mich.**

When You Think of Electrical Construction or Repairing—THINK OF

**Pierson-Wilcox Elect. Co.**  
MINNEAPOLIS, MINN.  
ESTABLISHED 1898

**IF YOU WANT**  
regular country shippers  
to become familiar with  
your firm name, place  
your "ad" here :: ::

# Marketing Bureaus and Business

(From an Address by B. E. Clement, President Grain Dealers National Association, Before the Indiana Grain Dealers Association.)

The grain dealers of the nation possess wonderful qualities of citizenship. They have aspirations and ambitions, but nowhere in this broad land do I know of grain dealers having such ambitions or aspirations as the grain dealers of Indiana. In other parts of our great country the grain dealers while aspiring and endeavoring to be useful citizens are content when they vary from their regular employment with humble local positions of public trust or honor, but here in Indiana the grain dealers have not only captured the State Government, but they keep it in the trade. This fact speaks well for the grain dealers but it speaks better for the intelligence and the judgment of the citizenship of your great state. Nearly any good grain dealer will make an efficient public servant for the simple reason that the grain business is a business that constantly tests a man's courage. It demands the highest integrity. It affords opportunity for expression of man's best energies.

**What is co-operative marketing?** The answer should seem simple, but it is very complex. You cannot define it. Its designs and what its name implies are very different things. Co-operation is defined as joint action, or working together, but as we hear it preached and see it exemplified it means working the other fellow. Those very zealous gentlemen who are going up and down the country endeavoring to destroy the present distributing system, preaching as they do co-operative marketing, are hiding behind an apparently harmless and certainly very ambiguous phrase while they seek through the credulity of public men and through the blind faith of unthinking followers to commit the government, both state and national, to the proposition that it is the function of Government to distribute farm products.

If this isn't the design of these agitators, why are they clamoring for state marketing bureaus? Why are they in Washington seeking legislative enactment and appropriations looking to the creation and establishment of government agencies for the handling of farm products and the stabilization of values, another name for subsidy? These men whom I venture to say have never made a success at farming or any commercial enterprise are endeavoring to create political places in the hope of expectation of occupying them. They have no knowledge that qualifies them as merchants; they have no funds or credit that would enable them to engage in business. If they can create by law, state and national, marketing bureaus and expand and multiply their activities, and secure authority for placing their hands in state and national treasures, they will have accomplished their purpose.

I can conceive of no more deplorable misfortune befalling our country, but when I witness, as I do, the readiness with which many of our public men either espouse such measures or lend willing ears to those who do, I become alarmed and see visions of the utter destruction of our republican form of Government and the setting up in its stead the thralldom of state socialism. The genius of America finds expression in the competitive individualism that exists here and through whose mighty force unequalled efficiency is attained and our stupendous progress maintained.

If farmers desire to engage in co-operative marketing the way is open. They need no legislation unless they are demanding special favors. These they are not entitled to and should not have. But, my friends, why should there be any demand for a change in the marketing system? Are the grain dealers inefficient? Are their facilities, financial and physical, inadequate? Are their charges out of proportion to services rendered? Are there monopolistic combinations among them inimical to the producers?

I answer no to every question.

The grain dealer finds a market for every bushel of grain offered for sale all over this broad land. He has adequate facilities in every town and at every country shipping point, great storage facilities at all terminal markets and ample finances to care for the grain movement of any magnitude. His charges for handling are down to the minimum because competition between individuals and firms and various markets is so great that profits are limited to narrow margins.

No greater disaster could befall this nation than the impairment of the present distributive system. None would suffer more in consequence than the producers themselves.

The creation of market bureaus and governmental agencies of distribution supported by taxation wherein expenses would not become any tax against the cost or sale of farm products looks very alluring, but is illusive only to those who do not or will not think. The creation of such agencies co-ordinated throughout the United States and financed by state and

national governments would create a condition from a competitive standpoint that private business could not meet.

The result however would be a distinct disaster to both producer and consumer, for their taxes to maintain such agencies would far exceed the profits paid to private enterprises for the service of distribution. Besides there would be an unending conflict between the producers and the governmental agencies on the one hand, and the governmental agencies and the consumers on the other. The producer would never be satisfied with his returns and the consumer would always be dissatisfied with cost to him. These conflicting interests each insatiable and inordinate in their demands would have the governmental agencies which, having broken down the competitive system meeting the producers' increasing demands for greater returns by raids on the treasury while supplying the consumers at increasing losses, taxation to support such a scheme growing to such proportions as to destroy its vitality.

No argument is required to convince thinking men of the utter helplessness of the government engaging in distribution. The competitive system has not failed to effectively function either in war or peace. Its activities, training and facilities honeycomb the nation. Neither producer nor consumer can find any cause for complaint from inefficiency or inadequacy anywhere. The whole burden of complaint on the part of the producer is the price he receives and the consumer the price he pays. They should know and it is our business to tell them that their cause of complaint is not the grain dealer, nor their remedy through attacking the system of distribution which has never failed them.

**Transportation charges, heavy taxation and increasing labor costs** are the factors that have widened the difference between producers' returns and consumers' costs. The grain dealer is responsible for none of these. He does not profit by the widening difference. The difference could be cut in two without affecting the grain dealer.

Forty-five-cent corn in Nebraska and ninety-cent corn in Texas makes the price seem ridiculously low to the producer and unreasonably high to the consumer, but the average rate from interior points in Nebraska to Texas Group Three is about seventy-five cents per hundred or forty-two cents per bushel plus a cent and a quarter per bushel war tax. Thus it may be seen that to get a car of corn from Nebraska to Texas the producer and consumer have to join in giving the railroads and the government a car of equal size to pay freight charges and taxes. In proportion that we are taxed do we have that much less.

The Government cannot do anything for us without making us pay the bill and the Government cannot do the job half as cheap as we can do it for ourselves. This fact should admonish us to attend to our own business affairs whether we are producers or consumers, and insist that the government let us alone instead of asking it to help us along. I frankly state that it grieves and disappoints me that a great nation of courageous and self-reliant people whose education and predilections, whose history and training has from the very beginning of our government been along the line of doing for ourselves, employing government only for promoting justice and guaranteeing our rights and liberties and securing us in the enjoyment of them, now turning away from those principles and appealing to the government to do everything. That our public men, knowing the impracticality and incompatibility of our form of government undertaking the things asked of it, will continue to encourage this weakness in the nation instead of pointing out the disaster that is bound to overtake us if they yield is incomprehensible to me. Our public men encourage these continued appeals and endeavors, however much their efforts may contravene, the spirit of our institutions, to placate the agitator. There are many things in the province of government that could be done and should be done for the amelioration of present conditions.

No grain dealer desires or profits by a condition that is inimical to the prosperity of the farmers and producers of this country. We go up or down together. A condition that forces the sale of the products of the farm at unremunerative prices is to be deplored by all of us. It affects us all alike though probably not in same degree. It is trite to say that the whole nation suffers when the producers cannot sell their products at remunerative values, for to be unable to do so impairs their purchasing power which reacts upon every single industry and enterprise in this nation, and instead of low values for food being a boon to consumers it's a bomb. Low-priced farm

products, means, as we are now witnessing, depression and stagnation.

No one suffers the evil consequences of depression like the consumer. He has no means of support but his daily labor, and depression often makes it impossible for him to find employment. Declines in the value of all the products of the farm and factory, mines and forests was to be expected after the ending of the war, but the drastic declines in the products of the farms and ranches has been brought about not by the natural order of things but by credit restrictions, enforced liquidation, and untimely deflation all precipitated upon the nation by the policy of the Federal Reserve Board.

I have read numerous articles extolling the Board's action and telling us how it saved us from dire calamity and if the calamity from which they saved us would have been any worse than the one we have been encouraged to thank them for our gratitude should know no bounds.

**Bankers** There is a mystery about finance that my limited intellectual powers have not been able to discern so I leave their intracacies to the supernatural powers of our more fortunate fellow citizens. It however will always seem to me to have been a better plan to have refrained from credit restriction until liquidation could have been accomplished on basis of high values. Liquidation is simply retiring obligations and it will always seem to me that more obligations could be retired with high-priced commodities and high-priced products than at low prices. It would have lifted a lot of anguish out of our souls if prices could have been maintained until liquidation could have been accomplished. Unfortunately many of our fellow citizens have been and are yielding up their products and commodities and only half liquidating and obligating or failing for the balance. Enforced liquidation either individually or as a nation simply means that you take what you can get. You have no choice. You do not negotiate a sale; you solicit a bid and the extremity to which you are reduced makes it necessary to take what you are offered however unreasonable or unremunerative it may be. The nation has just undergone such an experience and in the ratios in which money was made while times were good and the markets advancing has the punishment been dreadful or moderate.

**Optimistic now.** I feel that the worst is over. All have taken our punishment and are now ready and anxious for a swift move forward. Advancing values in cotton, corn, oats and wheat are needed to restore confidence, revive and increase the purchasing power of the producers of the nation which alone can move the manufacturing and industrial centers to action, diminish unemployment and restore the progress and prosperity of the nation. Since the liquidation and deflation sought has been attained the condition of commercial, industrial and productive lethargy is wholly psychological. Let us move forward in solid phalanx to the prosperity that is ours only for the seeking, which means WORK.

**Congress** can render the producers and manufacturers of this nation a great and enduring service by passing tariff laws which will give ample protection to the producers and manufacturers of this country thus preserving American markets for American producers and manufacturers, insuring remunerative values for our farm products, guaranteeing the operation at full capacity our manufacturing enterprises and the continuous and uninterrupted employment of all those of our country who are willing and anxious to work.

Some will tell you that foreigners cannot pay us unless we buy from them. Of course that is nonsense. If you have a neighbor who is indebted to you and he had a lot of fresh meat to sell and you had plenty of your own you would not buy his because he owed you, and let your own spoil. So it is with the nation. We don't want to buy foreign manufactured products, farm products or raw materials that we can manufacture or produce within our own confines in adequate amounts for our own needs. We should not want to buy or encourage the purchase of farm products or manufactured goods abroad the purchase of which will add to our already abundant supply thus bringing idleness to Americans and losses by low values.

If we buy abroad what we already have we send our wealth away and waste our own energies. If we don't buy foreign products of the kind we have or can produce in abundance our own labor and wealth will be employed and increased.

Foreigners will then find other markets for their products and pay us what they owe us. If I had to choose between losing what they owe us and sacrificing the prosperity of America to furnish foreigners' markets here while our labor goes unemployed and our products decline to impoverishing levels, I should prefer losing what they owe us. (Applause.) We however can buy from abroad immense quantities of goods and products that we do not manufacture or produce. Let them pay us with what we have not. I do not believe any argument is needed to convince practical men of the folly of furnishing a dumping ground for foreign wool, oils, rice and other products when we have more of all than we can use.

# Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

## ELEVATORS FOR SALE.

**MINNESOTA** elevator of 25,000 bushels capacity for sale. Located on C. M. & St. P. Ry. Coal and Feed business in connection. Address J. J. Dobie, Mapleton, Minn.—46A13.

**CENTRAL IOWA** Elevator for sale. 15,000 bushel capacity; electric power. Located in North Tama County. A bargain if taken at once. Gould & Hess, Traer, Iowa.

**OKLAHOMA** Elevator of 15,000 bushels capacity for sale; truck dump, hopper scales. All in first class condition. Price right if taken at once. Answer quick. Address 46B26, Grain Dealers Journal, Chicago, Ill.

**NORTH MISSOURI** Elevator, Corn Crib, Coal House, and Warehouse for sale. Handling every kind of grain, coal, flour and feed. No competition. In good condition. Address Star, Box 12, Grain Dealers Journal, Chicago, Ill.

**WANT-ADS** work wonders. They sell elevators, and find partners, buyers, sellers, employees, machines, and engines, and perform a myriad of kindred service for shrewd people who use them regularly.

READ THEM.

USE THEM.

**SOUTHERN KANSAS ELEVATORS** and Good Grain, Coal, Feed and Implement business for sale, located in the best wheat belt of Southern Kansas. Fine schools and churches. Prosperous, high class farming community. A great opportunity for a hustler. Good crop of wheat now harvested. Write quick. Address Harvested, Box 12, Grain Dealers Journal, Chicago.

**NORTH WESTERN OHIO** Steel Covered Elevator of 16,000 bushels capacity with Flour, Feed, and Coal business in connection, for sale. Located in a good town of eight hundred population and in the best grain section of this State. Electric power installed and building and machinery in excellent condition. Good reasons for selling. Address Power, Box 11, Grain Dealers Journal, Chicago, Ill.

**ILLINOIS** Elevator, located in Central Illinois on I. C. R. R., for sale. Elevator in A No. 1 shape; equipped with 15 h.p. motor. Also corn crib and coal sheds. Practically all of Oats back and part of old Corn to be handled. Elevator of 30,000 bushels capacity, handling 250,000 bushels annually. Town of 650 inhabitants, new school, gym, etc. You can load to advantage from this point to all Southern Markets. Terms and price right. Address Right, Box 12, Grain Dealers Journal, Chicago, Ill.

**TWO IOWA ELEVATORS** For Sale. One is a 40,000 bushel house outside of corn cribs, equipped with electric power, two dumps—one a truck dump, new belting, automatic loading scales, and brick office building 24x60. The elevator is practically new and has handled 480,000 bushels the last four years. Coal sheds sell about 1,500 to 1,600 tons of coal a year. Elevator is in town of 1,000 people, with good schools and churches, and fine people. This is an excellent farming district.

OTHER Elevator has a capacity of 10,000 bushels,—is equipped with dumps, scales, motor power, etc. Office is in elevator. This station will handle between 60,000 and 75,000 bushels of grain annually. Located in fine wheat territory. On main line R. R. Owner has other business to occupy his time. Address 46B27, Grain Dealers Journal, Chicago, Ill.

## ELEVATORS FOR SALE.

**CENTRAL SOUTH DAKOTA** Elevator of 30,000 bushels and 50 bbl. Mill for sale. Doing a fine business—in good grain territory. Address 46B21, Grain Dealers Journal, Chicago.

**NORTH WESTERN OHIO** 40,000 bushel capacity elevator for sale. Only elevator at station—is in fine condition and doing a good business. Address Box 212, Fostoria, Ohio.

**SOUTHWESTERN IOWA**, 7,000 bushel cribbed elevator for sale. On main line—no competition. Best reasons for selling. Address 46A4, Grain Dealers Journal, Chicago, Ill.

**KANSAS CITY**: Elevator 100 miles south of Kansas City for sale. 15,000 bushels capacity; fully equipped with modern machinery; also large warehouse. Everything in good repair. Best farming section in Missouri—big corn crop ready to move. Box 157, Clinton, Mo.

**MACON COUNTY, ILLINOIS**: Elevator of 25,000 bushels capacity for sale. On I. C. R. R. Good location and excellent territory. One good competitor. Good side line of Feed and Coal. Will sell all or half interest. Address Volume, Box 11, Grain Dealers Journal, Chicago, Illinois.

**TWO SOUTHWESTERN IOWA** elevators for sale. On main line and at adjoining stations. One in a county seat town with no competition. Good feed, hay and coal business in connection. Big crops. Good reasons for selling. A rare bargain if taken at once. Address 46A12, Grain Dealers Journal, Chicago, Ill.

**TWO TWENTY thousand bushel capacity elevators**, located in North Central Oklahoma. On A. T. & S. F. R. R., at adjoining stations; can be operated from one station. Best crop in years; also handle Coal, Flour, Feed, Seeds and Salt. Wonderful opportunity for right parties. Address Norcenok, Box 9, Grain Dealers Journal, Chicago, Illinois.

**BARGAIN IF TAKEN AT ONCE**—Someone's always looking for an elevator at a good grain point and read these ads just like you're doing now, so if you wish to dispose of your present property; to enlarge your present interests, or embark in the grain business USE these columns to your best advantage just as others are doing. WE WILL assist you in the composition of copy free. We are in business to be of service to YOU. There is no wrong time to put an ad in the columns of the Journal. TRY IT.

**SOUTHWESTERN OHIO** Warehouse and Elevator for sale. In good grain country. Village station with church and school on a division of the P. C. & St. L. R. R. Handling grain, field seeds, wool and coal. Between 5 and 6 acres of land with stables, shelter sheds, coal bins, engine room with engine, office, corn dumps. Marseilles New Process corn sheller and cleaner. Is a money maker. Reason for selling—have made enough to retire. Price \$10,000.00. Address Owner, Box 10, Grain Dealers Journal, Chicago, Ill.

**CENTRAL ILLINOIS** Elevator for sale. Frame house of 9,000 bushels capacity. Gasoline power, Western Sheller and Cleaner and Boss Car Loader. On own ground. Office 14x24; Implement House 36x70; Double Deck Lumber Shed on leased ground at \$10.00 per year—55x90. 7-room two story residence, with 1 and 1/3 acres of ground. All buildings in good condition. One good competitor in grain; no competition in coal, farm implements or lumber. Located in good farming community in Central Illinois. Reasons for selling, poor health. Stock on hand will invoice about \$15,000 and that is all that is asked for this establishment. Address Bargain, Box 12, Grain Dealers Journal, Chicago, Illinois.

## ELEVATORS FOR SALE.

**IOWA ELEVATOR** and Coal Business For Sale. Address X, Box 8, Grain Dealers Journal, Chicago, Ill.

**THE WAY** inquiries are coming in from my ad may make it necessary to insert another in the Journal stating that the elevator has been sold.—F. C. H.

**CENTRAL IOWA** Elevator for sale. Has a capacity of 18,000 bushels and is new and modern in every way. Good reasons for selling—for cash only. Address 46A7, Grain Dealers Journal, Chicago, Illinois.

**CENTRAL IOWA** Elevator, Lumber and Coal business located in rich country for sale. A fine opportunity—no competition—must sell. Present owners have other interests demanding their whole time. Address Central, Box 12, Grain Dealers Journal, Chicago, Ill.

**TWO NORTHWEST MISSOURI** Elevators for sale. One 8,000 bushels capacity; motor power, sheller, cleaner, grinder; 1/4 acre land; coal sheds and feed house. Other house six miles away, 2,500 bushels capacity, gas power. Both houses go together. Priced right. Address 46B37, Grain Dealers Journal, Chicago, Ill.

## ELEVATORS WANTED.

**EVERY ADVERTISER** who has once used our columns invariably finds our pages then and at a later date of service.

**EXCHANGE—NORTH DAKOTA** Land for Number One Elevator at good grain point. Address 46A1, Grain Dealers Journal, Chicago.

**THE SMALL EXPENSE** incurred through the placing of an advertisement in the Grain Dealers Journal is more than compensated for by the results obtained.

**WILL TRADE** 160 acres of good land—eight miles from live town in North Dakota—for a modern Elevator at good grain point. Address 46A25, Grain Dealers Journal, Chicago, Ill.

**FOR EXCHANGE**—Equity in well improved 160 acre farm; not trading stock, but good farm, located in Mower County, Minnesota. Want Elevator or Lumber Yard. Address Box 187, Kenwood Park, Iowa.

**ELEVATOR WANTED** in exchange for 320 acres of good fertile Canadian wheat land located just across the American border line. I have priced this land right. If interested give full description of what you have. Address 46B36, Grain Dealers Journal, Chicago, Illinois.

**IF THE ELEVATOR** you want to buy is not advertised in the "Elevators For Sale" columns make your wants known under the "Elevators Wanted" columns and you will quickly get full information on many desirable properties not yet advertised.

## PARTNERS WANTED.

**WANTED:** A competent and reliable partner. Can you fill the bill? Make your qualifications known thru the columns of the Journal.

**WANTED**—A grain man that can invest and take active part in established grain commission firm in a principal terminal market. Address 46B30, Grain Dealers Journal, Chicago.

**PARTNERSHIP WANTED** in the grain business by man 28 years of age and married. Have had ten years' experience with big concern handling grain. Can furnish best of references. Prefer Iowa or Illinois. Address 46B3, Grain Dealers Journal, Chicago, Illinois.

## ELEVATOR BROKERS.

**JOHN A. RICE** ELMER N. SMITH  
Elevator Brokers, Frankfort, Indiana.

**IF YOU want to buy, sell or trade an elevator write me.** Lee Hill, 1105 O Str., Lincoln, Nebr.

**IF YOU WANT to sell or exchange your property, write to me.** John J. Black, 57th Street, Chippewa Falls, Wis.

## CLAYBAUGH-McCOMAS Offices

Frankfort, Ind. Indianapolis, Ind.  
223 B. of T. Bldg. 601 Board of Trade.  
If you want to buy, sell or trade an elevator write us at either address.

**ALWAYS HAVE ELEVATORS** For Sale in the Grain Belt of Illinois and Eastern Indiana. If you are in the market write me fully and I will try and satisfy you.

**JAMES M. MAGUIRE.**  
432 Postal Tel. Bldg., Chicago, Ill.

## GAS ENGINE WANTED.

**WANTED—25 H.P. OIL engine in good condition.** P. W. Millikan Co., Messick, Indiana.

## ENGINES FOR SALE.

**ANY KIND, ANY SIZE, ANY PRICE** gasoline engine which is not in use and which you wish to sell, will find many ready buyers if advertised in the "Gasoline Engines" column of the Grain Dealers Journal, Chicago. Try it.

## STEAM ENGINES, BOILERS.

**9X12" BROWNELL** self contained steam engine and 44"x12" Brownell boiler for sale. Address The Lena Grain Co., Conover, Ohio.

**ONE BROWNELL** 30 h.p. steam engine, steam pump, heater, and forty foot smoke stack for sale. All in good shape. Address ROSS & RICHARDS Ridgeville, Ind.

## DYNAMOS—MOTORS.

**ONE** 15 h.p. motor in fine condition for sale. 220 volts, single phase, 60 cycle, 1,260 rpm. Price \$250. Write at once if interested. Jesse J. Culp, Warrensburg, Mo.

**DYNAMOS AND MOTOR BUYERS** are reached in largest numbers and less expense by offering them for sale in the grain trade's accepted medium for power bargains—the "Dynamics—Motors" columns of the Grain Dealers Journal, Chicago.

## BOOKS WANTED.

**BOOK WANTED**—One or two copies of "The Millwright & Millers Guide" by Oliver Evans; 13th edition, issued by Lea & Blanchard, Philadelphia. Address 46B6, Grain Dealers Journal, Chicago.

## BARGAIN SALE ON SHELF-WORN BOOKS.

These books are slightly soiled and shelf worn and are being sold at greatly reduced prices.

One No. 3 SN, Shipping Notices in duplicate. Book is shelf worn but notices are in perfect condition, just the covers being soiled. Printed on bond paper and contains 50 duplicate notices with two sheets of carbon. Order No. 31 SN. Reduced price 50 cents. Weight 1 lb.

Two No. 19GT, Scale Ticket Books; covers are slightly bent and soiled from being handled, but tickets are in perfect condition. Four tickets to a page, 125 pages to a book, with manila duplicates, and five sheets carbon. Each ticket perforated so may be easily removed. Order No. 192GT. Reduced price \$1.00 a book.

One No. 9. Grain Contract with stub. Book is shelf worn but in good condition otherwise. Contains 50 contracts numbered and printed on goldenrod bond. Order No. 91. Reduced price 40 cents. Weight 1 lb.

One book, No. 62, is bound with only 500 tickets, but is otherwise in good condition. Order No. 623. Reduced price 80 cents.

All prices are f.o.b. Chicago and good while supply lasts.

GRAIN DEALERS JOURNAL,  
305 So. LaSalle St., Chicago, Ill.

## MACHINE WANTED.

**WANTED:**—You to derive the benefit of our Want Ads. Try them once and be convinced.

**WANTED** to put your idle capital to work. That rusty machine over there in the corner is of intrinsic value to some member of the grain trade. You can make a sale or a trade if you use these columns.

The best way to dispose of anything is by advertising. You may have something to sell or trade which would be of advantage to many who are unaware of the opportunity offered because you are not letting it be known to our subscribers through the columns of the Grain Dealers Journal.

## BUSINESS OPPORTUNITIES.

**FOR SALE:** Well established business in Illinois, dealing in wholesale and retail Flour and Feed. Firm established twenty years—owner wishes to retire. Address 46A8, Grain Dealers Journal, Chicago, Illinois.

**OWNER AND OPERATOR** of a Flour, Feed and Grain Warehouse in Western Wisconsin in a rich farming and dairy country is in need of more capital. Have several propositions to make. Address Grand, Box 12, Grain Dealers Journal, Chicago, Illinois.

**WANTED**—A feed or coal business, or both, in a thriving town of from 6 to 12,000. Business must be lively, showing splendid returns. Must buy from man who wants to sell by middle of March. Full particulars in first letter. O. L. WATERMAN, Auburn, Indiana.

**IF YOU** are desirous of obtaining more capital for the extension of your business; if you have land or realty to exchange for an elevator; if you have money to invest in the grain business, make known your desires in the "Business Opportunities" columns of the Grain Dealers' Journal.

**HAY, GRAIN, SEED, PEA & POTATO** Establishment for sale. Doing an excellent Retail and Carload business, and have been for sixteen years. Stock, buildings, machinery and equipment at a most reasonable price. Is located in the best valley in Southern Colorado. Owner wishes to pursue other business. For full particulars write A. E. Dattelzweig, Alamosa, Colo.

## ATTENTION!

A Grain Man with fifteen years' experience wishes to buy interest in established Grain Commission firm at terminal market. Party fully capable of taking charge of trading in cash grain. Address Z. M. M., Box 12, Grain Dealers Journal, Chicago, Illinois.

## FLOUR MILL

A reputable New York financial house is desirous of connecting themselves with a PRODUCING FLOUR MILL standing strictest investigation. Willing to become financially interested or purchase outright.

### State fullest particulars

**PAUL MOSCOU & CO., Inc.**  
25 West 43rd Street  
New York City

## MACHINES FOR SALE.

**MIDGET MILLS** of all sizes for sale. All kinds of new and used mill machinery. Write H. C. DAVIS, Bonner Springs, Kans.

"Our ad in your paper brought us numerous inquiries, showing that you are reaching the HEART of the TRADE."

**FOR SALE:** The advantage of dealing with you is being upheld unless you are keeping our readers aware of the fact.

**THREE UNIT** grain drier for sale. In best of condition. Right size for elevator or mill, and at half the price of a new one. Address The Lena Grain Co., Conover, Ohio.

**IF YOU WANT A MACHINE** that is not advertised here, ask for it. Make your wants known. Some one wants to sell the machine you need, but hasn't started advertising it.

**SPROUT WALDRON** Meal and Flour Grinder for sale. Size 20 French Burr Mill Ball Bearing, practically new with sacking sprout. Address W. J. Lawson, Boswell, Indiana. 46A6.

**BARDNARD & LEAS** Wheat Cleaner for sale. Operated by power—500 bushels capacity and in fine running order. For particulars address 46B18, Grain Dealers Journal, Chicago.

**REPLY REGARDING MY AD.** I received twelve answers from the first appearance. In fact, sold machine to first inquirer—could sell a carload of them from one insertion.—C. A.

**ALL NEW MACHINERY** and Accessories for a complete Sifter Mill with a daily capacity of thirty to thirty-five barrels, ready for delivery. Results Guaranteed. Address Box 9, G. J. 57, Grain Dealers Journal, Chicago, Illinois.

**WE HAVE READY FOR SHIPMENT** electric motors, all kinds of belting, pulleys, shafting, hangers, and other equipment. Write us for prices. Our stocks permit us to quote you unusually low prices. It will pay you to write CLINTON SUPPLY COMPANY  
117 S. Clinton St., Chicago, Ill.

**DO YOU** want a machine or machinery? Have you a machine or machinery which you do not use or do not want? Do you enjoy having discarded machines and machinery laying around in your way, to rust out, or would you prefer to exchange it for elevator supplies you need? Use this department. Get what you want. Put your idle capital to work.

**A REAL BARGAIN** for any one that can use any of the following: One Flour Dresser, One Barnard & Leas Dustless Wheat Separator, One Garden City Middling Purifier, One Reliance Middling Purifier, One Silver Creek Buckwheat Shucker, One Eureka Smut & Separating Machine, One Double Acting Sifter, One No. 7 Cyclone Dust Collector. If interested get in touch with the Fulton Roller Mills, Fulton, Ill.

**HAVE NO KICK COMING:** Cancel ad. We are so flooded with replies that we will be kept busy for months to come. We certainly were glad to know that every morning brought us queries for our equipment and always in their letters they would say that they noticed the ad in the Grain Dealers Journal. It is a great thing for us as long as we can supply the demand.—E. J.

### REAL BARGAINS.

Prompt Attention. Quick Shipments. When in need of elevator or mill machinery, notify us. We are headquarters for power and transmission equipment, and have on hand several well-known makes of motors, boilers, engines, etc.

Send us list of all your wants. We can supply you with full line of machinery for elevators, flour, corn and cereal mills. Complete equipments for modern mills of all kinds, molasses stock, and poultry feed plants, plans, specifications, flow sheets, etc., our specialty.

Write us without delay.  
Geo. J. Noth, Mgr.  
9 S. Clinton St., Chicago, Ill.

# The GRAIN DEALERS JOURNAL.

## SITUATIONS WANTED

**MAN WITH** three years' experience in grain flour, and feed business, wants connection with some reliable grain firm. Have good references. Address A. L. Myers, Lowry City, Mo.

A Missouri advertiser in our "Situation Wanted" columns says: "I find that advertising in your journal pays, for I had letters from all parts of the country offering positions."

**YOUNG MAN** with some experience wants position as assistant manager of an elevator. Position must afford opportunity to learn the business thoroly. Address 46A29, Grain Dealers Journal, Chicago, Illinois.

**LIVE WIRE** wants position as manager for Farmers Elevator, or line of elevators. Prefer West Texas or Oklahoma. Five years experience. References furnished. Address 46A17, Grain Dealers Journal, Chicago, Ill.

**AN ADVERTISER** in our Situations Wanted Columns says after one insertion: "I have so far received about five letters and who knows how many more I will get before the week is over. The Journal is the best advertiser of all the papers I know."

**POSITION WANTED** by young married man. Competent to manage grain station. Wish position with good reliable grain firm or Farmers Company in Iowa. If you can offer a good live proposition write 46B35, Grain Dealers Journal, Chicago, Illinois.

**MARRIED MAN** with fifteen years' experience in the grain business wishes position as manager of Farmers Elevator or Line House in Illinois or Iowa. Forty years of age. Can give any reference desired. Address 46B34, Grain Dealers Journal, Chicago, Illinois.

**WANTED**—Position as manager with Farmers Elevator or Line house. Must be in good grain territory. Iowa or Illinois prefered. Not afraid of competition. Am employed at present. Can furnish best of references and can handle the business. Address 46B5, Grain Dealers Journal, Chicago.

**CASH GRAIN FIRMS**—Well qualified man with several years experience as Branch Manager for Private Wire Houses seeks opportunity with Cash Grain Firm who are Track Buyers. Married and now employed. Will go anywhere for right opportunity. Let me prove to you my earnestness and ability. Address 46A2, Grain Dealers Journal, Chicago, Illinois.

**COMPETENT GRAIN MAN**, 38 years of age, 15 years' experience managing country stations in Illinois, desires position as traveling solicitor for some good, live commission house located in Chicago, Indianapolis, St. Louis, or Peoria. Intimately acquainted with the majority of elevator men throughout Illinois, especially managers of Farmers Grain Companies. Can start any time after February first. Employed at present. Best of reasons for desiring change. References. Address 46A31, Grain Dealers Journal, Chicago.

## SITUATION WANTED.

**IF OUR** ad is still running please cancel, as we now have enough applications here to hire men for a dozen elevators and still take our pick.—G. W. S.

**POSITION WANTED** as manager of grain elevator or would consider position as helper. Am experienced and can give fine references. Address 46B11, Grain Dealers Journal, Chicago.

**MAN, WITH 15 YEARS** experience in the grain business, 35 years of age—married, desires position as Manager or Foreman of an elevator. Best of references. Address 46A23, Grain Dealers Journal, Chicago, Ill.

**WANTED**—Position as manager by man with more than eighteen years' experience in grain and lumber. Would consider partnership in grain and coal business. Can furnish best of references. Address O. K. Morrison, Nevada, Ia.

**WANTED**—A position with Farmers Elevator or Line house. Have had seven years' experience. Twenty-four years of age and married. Have good references. Address Reference, Box 12, Grain Dealers Journal, Chicago.

**POSITION WANTED** as Manager of Farmers or Line elevator. Am 32 years of age; married. Have had six years' experience and can furnish best of references. Prefer South Dakota, Minnesota or Iowa. Address Section, Box 11, Grain Dealers Journal, Chicago, Illinois.

**EXPERIENCED GRAIN MAN** wants position as manager of a well established Farmers Company;—something that is a man's size job where efforts will be appreciated. Can furnish reference. Have good reasons for making change. Address 46B31, Grain Dealers Journal, Chicago.

**POSITION WANTED** as manager of a Farmers Elevator or Line Co. Have had experience handling grain, hay, and all side lines. Will consider a position on the road for a good firm as grain and hay buyer. Address 46A26, Grain Dealers Journal, Chicago, Ill.

**MAN WITH 19 YEARS'** Experience in the grain business wants position. Employed, but have best reasons for desiring change. Managed Line and Farmers Elevators; familiar with side lines; also road experience. Capable of handling Branch Office. Address Capable, Box 11, Grain Dealers Journal, Chicago, Ill.

**ARE YOU** looking for a position in any branch of the grain business? If you are send us your name, address, nationality, languages spoken, experience, salary expected, references, in fact any information that will help an employer to form an idea of your ability to serve him. We will keep this information on file and from time to time place you in touch with elevator owners who seek competent help. This service will be absolutely free, placing you under no obligation whatever. Write today and get in line for a good position. Address—The Want Ad Man, Grain Dealers Journal. manager? Let the Want Ad Man get one for you.

## SITUATIONS WANTED.

**EXPERIENCED** manager wants position; experienced in grain, flour, feed, coal, and live stock. Good reasons for desiring change. Can leave in thirty days. Address 46B1, Grain Dealers Journal, Chicago, Illinois.

**WHAT HAVE YOU** to offer to a young married man with 10 years' experience in handling grain and feed at a country station? Can make change March 1st. Address 46A20, Grain Dealers Journal, Chicago, Illinois.

**TRAVELING GRAIN SOLICITOR** or manager of country elevator, with 11 years' experience with grain, feeds and farm seeds, would consider assistant to manager of large elevator. Address Box 171, Petersburg, Illinois.—46A5

**WE KEEP A FILE** for those desiring positions to which we refer whenever an inquiry is received for an employee. The "Situations Wanted" columns, however, are carrying the advertisements of men of all qualifications and it is upon these that the prospective employer depends to secure competent help.

**SITUATION WANTED:** A man who has enough push to advertise his services in a high class trade journal is the kind you want. Look 'em over. You will find a competent manager, a reliable grain buyer, or a qualified and efficient traveling solicitor.

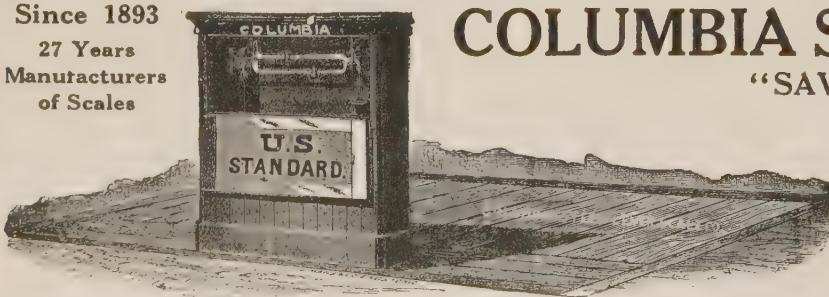
**WANTED**—Position as manager of elevator by young man with 5 years experience as manager. Private elevator preferred. Have best of references. Must give present employer 30 days' notice before leaving. Am seeking a position which offers a prospective future. Address 46B10, Grain Dealers Journal, Chicago.

**SITUATION WANTED** as manager of Farmers Elevator or good Line house by married man thirty-seven years old. Have had thirteen years experience. Good bookkeeper and elevator mechanic. Can give good references and bond. Employed at present, but desire a change. Address Mechanic, Box 11, Grain Dealers Journal, Chicago, Illinois.

**MANAGER WITH REAL RECORD** desires a position as Manager of Farmers Elevator Co. or Line House. Eight years' experience managing Farmers Grain Co. and made money every year. Single, 32 years of age, high school and business college education. Good double entry bookkeeper. Familiar with all side lines. References: bank and employers. Can make change on 30 days' notice. Address 46B32, Grain Dealers Journal, Chicago, Illinois.

**DON'T GET "DOWN IN THE DUMPS"** and be discouraged because you have no position. What you need is a Journal Want Ad. There is a job for you and do not forget it. There is a job for every man of industry and good habits. The Journal reaches the man who is looking for you and tells your case to him. No other method is so good for getting a job in the grain line. No other method converts discouragement into encouragement so quickly.

Since 1893  
27 Years  
Manufacturers  
of Scales



## COLUMBIA SCALES are the BEST "SAVE REPAIR BILLS"

Because they are easy to build, simple in construction, well made and retain their accuracy longer than any scale on the market—COLUMBIA SCALES are being used by practically every feed, coal, ice and material dealer in Chicago. THERE MUST BE A GOOD REASON.

## COLUMBIA SCALE COMPANY

F. Beuckman & Son, Props.

Telephone Albany 4  
2437-43 N. Crawford Avenue

We maintain a large modern repair and testing department where we overhaul any make or capacity of scale, also keeping a good stock of repair parts. Competent men furnished to take out and install your scale.

CHICAGO, ILLINOIS

# It's Money in Your Pocket

to use the Universal Grain Code. Read the following letter, written by a firm that is well known and who are users of the Universal Grain Code.

J. C. SHAFFER GRAIN CO.  
111 W. Jackson Blvd.

Chicago, Nov. 3, 1920.  
Grain Dealers Journal,  
305 So. LaSalle St.,  
Chicago, Ill.

Gentlemen:

We beg to advise that ever since the publication of the Universal Grain Code, we have used it continually with most of our brokers, and find it very satisfactory indeed. We found it a little difficult at first to educate some of our brokers to its use, but finally overcame any objections they had and now we use it almost entirely in transacting our cash grain business between the various markets in the East and Chicago. It is not only very complete in all details but is made up in a manner that permits of considerable saving in telegraph toll.

Yours very truly,

J. C. SHAFFER GRAIN  
EMC\*ES COMPANY

Note what they say about the completeness of the code and how easy it is to find words thru the convenient arrangement. Many other grain firms say the same.

The code contains 146 pages of policy bond paper on which are printed over 14,000 code words for modern, up-to-date trade expressions, every one of which will effect a saving in your telegraph bills.

Follow the example of the J. C. Shaffer Company and stop the leaks in your profits by using an up-to-date, complete grain code.

*Send your order today  
Price \$3.00*

**Grain Dealers Journal**  
305 So. LaSalle St. CHICAGO

## MALE HELP WANTED.

**WANTED**—An experienced grain and lumber man to take charge of elevator and lumber yard. State experience and salary wanted in first letter, also references. Co-operative Grain & Supply Co., Troy, Ill., % Secretary.

**WANTED**: An experienced man as manager for a Farmers Elevator in Western Illinois by March first. Handles wheat, clover seed, feeds, and coal. Give full particulars, age, salary, references, etc. Address 46B15, Grain Dealers Journal, Chicago, Illinois.

**WANTED**: Second men for Illinois and Iowa Country Grain and Retail Lumber Stations. Must be young, capable and not afraid of hard work. Good opportunity for men with sufficient ability to develop into Agents or Managers. Address 46B14, Grain Dealers Journal, Chicago.

## SCALES FOR SALE.

**100 TON 50 FOOT FAIRBANKS** Railroad Track Scale with all steel for setting same, for sale. All in Perfect condition. Very Cheap.

C. E. BIRD & CO.,  
Minneapolis, Minn.

**SECOND-HAND SCALES OF ANY** make, size or price find many ready buyers if full description is given in an advertisement inserted in the "Scales For Sale" column of the Grain Dealers Journal, Chicago.

**TWO MONARCH HOPPER** Scales of 600 bushels capacity, each \$225.00. **ONE HOWE HOPPER** Scale of 200 bushels capacity for \$175.00. Guaranteed accurate and in first class condition. For particulars address Howe Scale Co., 1510 Main Street, Kansas City, Missouri.

**RICHARDSON AUTOMATIC** Elevator Shipping scale for sale. Latest 1920 type; automatic compensation and type register. Meets Interstate Commerce Commission requirements for accuracy and design. Brand new, never been out of crates. Big discounts. Birchard Construction Co., Lincoln, Nebraska.

## FLOUR FOR SALE.

**MIXED CARS** of flour and mill feeds in 100 pound sacks are our specialties. We are now manufacturing a full line of corn goods, cracked corn, feed meal, corn and oats chop, Ohio Farm feed, shelled corn and standard oats, in connection with our flouring mill. Would like to send you a trial to convince you of the superiority of our products. Ansted & Burk Co., Springfield, Ohio.

## BAGS—BAGGING—BURLAP.

**BURLAP BAGS OF EVERY KIND FOR SALE;** new or second-hand, plain or printed with your brand; seamless Cotton Grain Bags; Sample Bags; Burlap, Cotton Sheetings or Paper for Car Lining, etc. Wanted: Second-hand bags, best prices paid.

WM. ROSS & CO., 409 N. Peoria St., Chicago.

## KEEP POSTED

**GRAIN DEALERS JOURNAL**

305 So. LaSalle St., Chicago, Ill.

**Gentlemen:**—In order to keep us posted regarding what is going on in the grain trade outside our office, please send us the *Grain Dealers Journal* on the 10th and 25th of each month. Enclosed find Two Dollars for one year.

Name of Firm.....

Capacity of Elevator..... Post Office.....

..... bus. State.....

## SEEDS FOR SALE—WANTED

Field and Grass  
Seed Trade Directory

ARNHEM, HOLLAND.

Wm. E. Busgers &amp; Co., European fancy natural gr. sds.

ATCHISON, KANS.

Mangelsdorf Seed Co., The, wholesale seeds.

BALTIMORE, MD.

Wm. G. Scarlett &amp; Co., wholesale seed merchants.

BELFAST, IRELAND.

McCauley, Sam'l, Ryegrass and Dogtail.

BUFFALO, N. Y.

Stanford Seed Co., Inc., The, wholesale field seeds.  
Whitney-Eckstein Seed Co., wholesale seeds.

CHICAGO, ILL.

Dickinson Co., The Albert, seeds.  
Illinois Seed Co., The, grass and field seeds.  
Johnson, J. Oliver, seed merchant.

CINCINNATI, OHIO.

McCullough's Sons, The J. M., field and garden seeds.

CRAWFORDSVILLE, IND.

Crabbs Reynolds Taylor Co., grass and field seeds.  
Crawfordsville Seed Co., seed merchants.

EVANSVILLE, IND.

Small &amp; Co., W. H., seeds, grain and hay.

FARIBAULT, MINN.

Farmer Seed &amp; Nursery Co., seed corn &amp; grass seeds.

INDIANAPOLIS, IND.

Dawson & Co., field and garden seeds.  
Indiana Seed Co., The, grass and field seeds.

KANSAS CITY, MO.

Peppard Seed Co., J. G., wholesale seeds.

LAWRENCE, KANS.

J. Underwood &amp; Son, grass and field seeds.

LINCOLN, NEB.

Griswold Seed &amp; Nursery Co., seed merchants.

LOUISVILLE, KY.

Hardin, Hamilton & Lewman, grain & field seeds.  
Louisville Seed Co., clover & grasses.  
Ross Seed Co., jobbers and exporters.

MERIDIAN, MISS.

Kimbrough Mitchell Seed Co., Southern seeds.

MILWAUKEE, WIS.

Courtenean Seed Co., field seeds.  
North American Seed Co., wholesale grass & field seeds.

MINNEAPOLIS, MINN.

Dickinson Co., The Albert, seeds.  
Minneapolis Seed Co., seed merchants.

NEW YORK, N. Y.

Loewith Larson & Co., grass & field seeds.  
Nungesser-Dickinson Seed Co., wholesale seed merchants  
Radwaner Seed Co., I. L., fdd. & gr. seeds, ex. imptrs.

OKLAHOMA CITY, OKLA.

Marshall Grain Co., Distributors of Kaffir Milo.  
State Seed Co., The, garden & field seeds.

PHILADELPHIA, PA.

Philadelphia Seed Co., Inc., The, wholesale field seeds.

ST. JOSEPH, MO.

Mitchellhill Seed Co., clover, grasses, sorghums.

ST. LOUIS, MO.

Kellog-Huff Commission Co., seed grains, field seeds.  
Mangelsdorf, Ed. F. & Bro., wholesale field seeds.

ST. PAUL, MINN.

Jameson Hevener Co., shippers of field seeds.

SELMA, ALA.

Geo. M. Callen, seed grasses &amp; hay.

TOLEDO, OHIO.

Churchill Grain & Seed Co., field seed, pop corn.  
Flower Co., The S. W., seed merchants.  
Hirsch, Henry, wholesale field seed.  
Toledo Field Seed Co., The, clover, timothy.

The Mangelsdorf Seed Co.

Sweet Clover, Alfalfa,  
Soudan Grass, Millet, Rape.

ATCHISON

KANSAS

COURTEEN  
SEED CO.Milwaukee,  
WisconsinClover, Timothy, Grass Seed  
Grain Bags

## The Stanford Seed Company, Inc.

Wholesale Field Seeds :: BUFFALO, N. Y.

North American Seed Co.

WHOLESALE GRASS &amp; FIELD SEEDS

Milwaukee, Wisc.

"THE HOUSE OF QUALITY"

THE  
ILLINOIS SEED CO.

CHICAGO, ILL.

WE BUY AND SELL

Field Seeds

Ask for Prices

Mail Samples for Bids

We Buy SEEDS We Sell

J. G. PEPPARD SEED CO.  
Kansas City, Mo.

## BUYERS AND SELLERS

of Grain Elevators. You can make your wants known quickly by advertising in the "Elevators for Sale and Wanted" columns.

SEED

We Buy  
and Sell  
all Varieties  
of grass  
and Field  
Seeds

The Albert Dickinson Co.

CHICAGO

WHITNEY-ECKSTEIN SEED CO.

Wholesale Seed Merchants

BUFFALO, N. Y.  
CORRESPONDENCE INVITED

## SEED SAMPLE PANS



Made of sheet aluminum, formed by bending, reinforced around top edge with copper wire. Strong, light and durable. The dull, non-reflecting surface of the metal, which will not rust or tarnish, assists the user to judge of the color and detect impurities.

Seed Size, 1 1/2 x 9 x 1 1/2". Price \$1.65.

Send All Orders to

GRAIN DEALERS JOURNAL, 305 So. La Salle St., Chicago, Ill.

**SEEDS FOR SALE—WANTED**

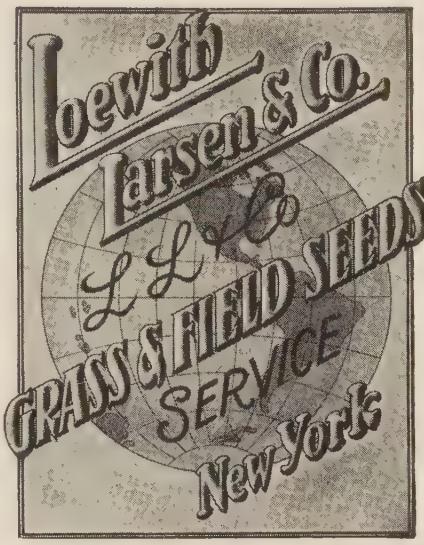
FLOWER, FIELD and LAWN SEED  
**J. OLIVER JOHNSON**  
 Wholesale  
 SEED MERCHANT  
 1805-9 Milwaukee Ave., CHICAGO, ILLINOIS

**Crawfordsville Seed Company**  
 FIELD SEEDS  
 Crawfordsville Indiana

**MINNEAPOLIS SEED COMPANY**  
 MINNEAPOLIS - MINN.  
 WE ARE BUYERS AND SELLERS  
**TIMOTHY—CLOVERS—MILLETS**  
 Grass Seeds and Seed Grains  
 Send samples for bids Ask for samples and prices

**The Toledo Field Seed Co.**  
 Clover and Timothy Seed  
 Consignments solicited. Send us your samples  
 TOLEDO, OHIO

Colorado Mountain Grown  
 ALFALFA and SWEET CLOVER Seed  
 Car Lots or Less  
**WILLIAM UTERMANN**  
 Wholesale Field Seeds  
 GRAND JUNCTION COLORADO



**Crabbs Reynolds Taylor Company**  
 CRAWFORDSVILLE, INDIANA  
 Buyers and Sellers  
 CLOVER AND TIMOTHY SEED—GRAIN

**HENRY HIRSCH**  
 WHOLESALE FIELD SEEDS  
 CLOVER—ALSIKE—TIMOTHY—ALFALFA  
*Our Specialty*  
 All Other Field Seeds  
 TOLEDO - - OHIO

**SEEDS** ANY and EVERY  
 KIND CAR LOTS or LESS  
 The Nebraska Seed Co.  
 Omaha, Neb.

**Marshall Grain Co.**  
 DISTRIBUTORS OF  
 KAFFIR MILO  
 Weights and Grades  
 Guaranteed at destination.  
 Responsible brokers wanted in all markets  
 517-18 Grain Exchange Building  
 Oklahoma City, Okla.



**The S. W. Flower Co.**  
 WHOLESALE  
 FIELD SEED  
 MERCHANTS  
 SPECIALTIES  
 RED CLOVER, TIMOTHY  
 ALSIKE  
 TOLEDO  
 OHIO

The J. M. McCullough's Sons Co.  
 BUYERS—SELLERS  
 Field and Garden Seeds  
 CINCINNATI - - OHIO

**We Buy and Sell**  
**SEEDS**

Clovers-Alfalfa-Timothy  
 Grains-Fodder Corn-Millets  
*Write for Quotations and Samples*

**NORTHROP KING & CO.**, Seedsmen  
 Minneapolis, Minn. Salt Lake City, Utah

IMPORTERS EXPORTERS  
**GRASS and CLOVER SEED**  
 Buyers and Sellers of Timothy, Red Clover,  
 Alsike, Alfalfa, White Clover, etc.  
**NUNGESSION DICKINSON SEED CO.**  
 New York, N. Y., U. S. A.

JOBBERS AND EXPORTERS  
**ROSS'S SEED CO.**  
 Ky. Blue, Orchard, Red Top, and all kinds  
 of field seeds Bought and Sold.  
 Louisville, Kentucky.

# THE BEST ON THE MARKET

*Globe Combination Auto Truck & Wagon Dump*

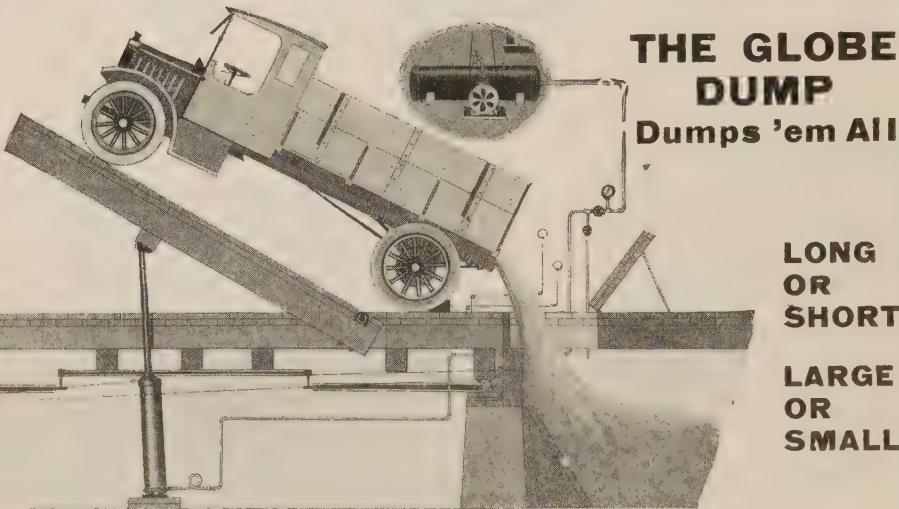
SIMPLE - RELIABLE - PRACTICAL

(SPENCER PATENTS FEB. 1919)

## FOR ANY MILL OR ELEVATOR

APPROVED BY THE  
MINNESOTA STATE  
DEPARTMENT OF  
WEIGHTS AND  
MEASURES

And Approved by Our  
Many  
Satisfied  
Customers  
Throughout  
The  
Territory



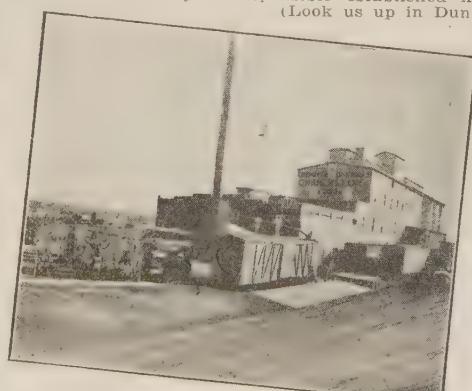
MANUFACTURED BY

*Globe Machinery and Supply Co.*

DES MOINES, IOWA

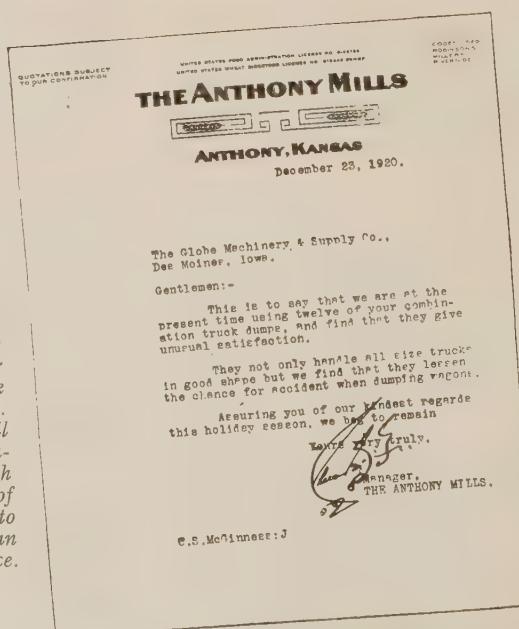
### THE GLOBE DUMP IS THE ONE YOU SHOULD BUY AND HERE ARE TEN GOOD REASONS WHY!

1. It is impossible to have an accident.
2. It is a time and labor saver.
3. It is a money saver.
4. It can dump any type, size or make of vehicle, on the one platform, and clean into one pit hole.
5. It can be installed in any driveway, without scale, or with any type, size or make of scale as desired.
6. It is simple.
7. It is durable.
8. It will increase your business.
9. Our service department is maintained for the benefit of our customers.
10. It is backed by a responsible established house, 28 years in business.  
(Look us up in Dun or Bradstreet.)



We will be glad to send you any information that will thoroughly satisfy your mind that the Globe Dump is the best one for you to buy. We do not ask you to take our word alone. Just write us, and we will send you blue prints, literature and prices, together with a list showing the names of hundreds of Globe Boosters to whom you might write for an expression of their experience.

Address Department "D"



## GRAIN DEALERS JOURNAL

305 So. LaSalle Street, Chicago, Ill., U. S. A.  
Charles S. Clark, Manager

Published in the interests of better business methods and improved handling facilities for progressive wholesale dealers in grain and field seeds, on the 10th and 25th of each month.

**SUBSCRIPTION RATES** to United States, semi-monthly, one year, cash with order, \$2.00; two years, \$3.60; three years, \$5.00; single copy, 15c.

To Foreign Countries within the Postal Union prepaid, one year, \$3.25; to Canada and Mexico, \$2.75.

**THE ADVERTISING** value of the Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator men is unquestioned. The character and number of advertisements in each number tell of its worth. If you would be classed with the leading firms catering to the wholesale grain trade place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising fake or a swindle.

**LETTERS** on subjects of interest to those engaged in the grain trade, news items, reports on crops, grain movement, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

**QUERIES** for grain trade information not found in the Journal are invited. Address "Asked-Answered" department. The service is free.

CHICAGO, JANUARY 25, 1921

THE CAR SHORTAGE is a thing of the past, making possible a tremendous movement of corn. Tell it to the farmers.

"SHIP NOW" is the new slogan of the C. M. & St. P. R. R. When grain dealers wanted to ship this road had no cars.

GASOLINE came down 2 cents yesterday and the old gasoline engine in the grain elevator looks better to the operator who has thought of putting in an electric motor.

BEEF steers selling at the lowest prices in five years at the stockyards promises that all of the corn crop will not be marketed on the hoof, but with the aid of the grain dealer and corn exporter.

LESS FREIGHT would be stolen from cars if the courts would deal more rigorously with those found guilty of robbing them. Maudlin sentiment wins too much sympathy for the wrong doer.

THE BILL for refund of the losses sustained on the early 1917 wheat as the result of government price fixing is not dead, but sleeping and will be revived when Congress convenes in extraordinary session.

TAX ON FREIGHT automatically was raised 50 per cent when the freight rate raise went into effect. If this was not the intent of the Congress it is in order to make an immediate reduction in the tax from 3 per cent to 2 per cent, as 2.14% would net the government the same return as before. Better still, repeal the tax. The war is over.

CARS still do leak grain, as shown by reports published under "Leaking in Transit," elsewhere, altho the railroad companies are laying off the mechanics in the car repair shops for want of work to occupy their time.

**THE GREEN BUG** scare is being revived on the strength of the mild winter, the Oklahoma Commissioner of Agriculture having received numerous complaints of the presence of this pest, which multiplies itself so fabulously.

CANADIAN wheat ground in United States mills increases the amount of bran and middlings available to the American farmer who keeps cows. With a high tariff on wheat this grain would go direct to Europe and our farmer would pay more for his feed.

**THE FAILURE** of many grain firms recently proves positively that the careful, strenuous, tenacious fighters will survive the difficulties of our present business depression. The conservative man who keeps posted and uses intelligent caution is sure to come out on top.

A TERRIBLE financial strain is imposed on those who have to buy wheat with greatly depreciated currency, declares an Italian wheat importer. We happen to know that the American wheat is being paid for not in depreciated lire but in lemons and raisins and other Mediterranean products equally inflated.

HIGH FREIGHT rates on bulky commodities are absurd in the face of low prices. One of the Congressmen, who probably voted for the freight rate increases, was astonished when testimony at the wheat futures hearing last week brot out what the Kansas farmer was paying in freight to move his wheat to Galveston. The tax laid by the wheat speculator is infinitesimal compared with the transportation tax.

CORN receipts at Chicago Jan. 24 at 1,562 cars nearly broke a record, but did not break the market, thanks to the benefits of the future delivery trading system that the Farm Bureau Federation so strenuously opposes. The market price actually advanced that day. For weeks prior to the big day there had been a steady dribble of short sales by those who had or expected to have the corn, so that the actual progress of the corn toward the consumer was marked by a taking off of hedges, resulting in higher prices.

THE AGRICULTURAL APPROPRIATION bill recently introduced in the House of Representatives contained no provision whatever for free seeds, so it again seemed possible that the country might be relieved from this wanton waste. But an amendment has been proposed to the bill, providing for a large appropriation to buy free seeds for Congressmen to throw at their supporters at home. At a time when the entire country is greatly in need of economy in all forms, it would seem possible for Congress to develop enough backbone to condemn and discontinue this ridiculous distribution of worthless seeds. A word from the supporters at home always helps them to take a more reasonable view of any problem. Try it.

THE FEDERAL TRADE COMMISSION is prolific in suggestions if not in practical work. One of its late recommendations is for central markets for perishable food products, which could be sold by the producer direct to the consumer, under the regulation of this much esteemed commission. Its own interference with the operation of the business would be enough to handicap and discourage the most determined champions of a government market.

FIFTY CENTS for wool from 1917 to the spring of 1920 seems to have blinded wool growers to the pre-war price of 15 to 20 cents per pound. In Michigan alone the growers in a pool are holding 3,500,000 lbs. off the market. In 1913 cotton was worth 12 cents and wool 15 cents. If cotton now is worth 13 cents why should wool sell for more than 16 cents? It would seem the part of wisdom for the growers to accept the 25 cents now offered.

WITHOUT FUTURE trading Professor Boyle stated to a congressional com'ite last week the margin between producer and consumer would be increased 5 cents per bushel, while the toll taken by the pits is only  $\frac{1}{4}$  cent a bushel. Dealers in cash grain who are lukewarm in their support of the exchanges may have their eye on the 5 cents. Let them not delude themselves into believing the rank and file of the trade will get the increased profit. All the enhanced profit will go to a few big capitalists who can afford to take the risk.

DIFFERENT CLASSES of citizens have been appealing to Congress for relief from anti-trust and other laws designed to regulate the business transactions of all our people. But the selfish ones want to be excepted. Congress has blundered several times in trying to except certain classes of citizens from penalties of laws originally designed for all the people, but with much regret, and it does not seem practicable for such exceptions to be made. If Congress cannot enact laws which are fair to all classes of citizens, then enact none.

NORTH and South America are about as far apart as the poles on the matter of embargoes or export tax on wheat. United States producers want an embargo on imports so that domestic consumers can be forced to pay more for bread; while the Argentine wants an export tax so that the foreigner can be forced to contribute to the expense of running the government. Do the politicians think the grain growers are so gullible as to believe an embargo will raise the price in an exporting country, or that the European will buy Argentine wheat plus tax when he can purchase wheat from many other climes without tax? If Argentina persists in enforcing this impost the domestic price of wheat in Argentina will be less by the amount of the tax, and the growers will be feeding the home population at their own expense. In other words, the revenue to the government will be vastly less than the loss to the wheat grower, because the price of all wheat will be lowered, but the tax will be paid only on the portion of the crop exported.

# The GRAIN DEALERS JOURNAL.

MINE to the consumer is the plan of Senator Calder, who has set the taxes under his coal regulation bill purposely to "tax out of existence" the middlemen. Established regular coal dealers do not knowingly patronize mine operators who ship direct to consumers, so that if the Senator makes his plan effective the mine operators will have to choose as they do now, whether to cater exclusively to the consumers or to the trade. Will each mine operator establish his own retail coal yards in all the towns where his output is distributed? If he does the cost of distribution will be increased, defeating Senator Calder's well meant purpose.

AN ONTARIO ELEVATOR was completely destroyed recently, together with a large quantity of grain, because its new operators did not recognize the necessity of oiling the bearings of the feed mill frequently, and a hot journal started a fire that destroyed the plant, notwithstanding a number of customers were waiting to be served. No doubt many more plants are sacrificed to hot bearings than is believed possible. Rapidly moving machinery, working under the stress of a heavy movement of grain, needs careful watching and all bearings should be thoroughly *inspected* at frequent intervals and always after the machinery has been shut down for the day.

ARBITRATION is such a good thing that many dealers are making the mistake of leaning upon it too heavily. They indulge in loose wording of contracts and a carelessness of details well knowing that any difference arising with a fellow member of the ass'n will be ironed out by the arbitration com'ite. In this respect well known firms of high standing are equally guilty. Two such recently were severely reprimanded by an arbitration com'ite of the National Ass'n denying both parties interest and stating that "The litigants in this case are entitled to severe criticism for allowing so many petty claims to go into an arbitration case. Many of the small claims had been acknowledged by plaintiff, yet they forced this com'ite to go over pages and pages of correspondence that really had no place in the case."

MINNESOTA AGITATORS are attempting to undermine the Minneapolis Chamber of Commerce by securing the enactment of a law requiring it to admit co-operative companies to membership, even though they do violence to the rules of the exchange and rebate part of their earnings to favored shippers. Cut-throat competition and rebating years ago so undermined the morale of grain exchange members that all now have similar rules on rebating commissions. It is easy to discern that if one class of receiving members were permitted to rebate their commissions, while others were denied this privilege, the rebaters would soon have all the business, would take on the haughty manners of the monopolist and bid defiance to the interests of all others. This would result in a disintegration of the exchange, and the destruction of the open market, so necessary to the expeditious marketing of farm products.

STORING GRAIN for farmers has so handicapped many an elevator man that he could not handle much grain offered him for sale, with the natural result that most country elevator operators long since discontinued the storage business and now refuse to accommodate would-be storers, either for a storage fee or without compensation. The trouble in most cases has been that declining markets have encouraged the farmers to hold their grain long beyond what the elevator man expected and long beyond the period for which the grain owners expect to pay. Some have obtained relief from this imposition by inserting a clause in storage receipt authorizing them to sell grain for account of the owner if not removed or sold by a given date. If anyone has anything to say in favor of storing without a handsome fee, every grain elevator operator in the business would like to know of it.

FUMIGATING an elevator with bisulfid of carbon introduces a fire and explosion hazard that underwriters believe is so serious as to warrant prohibition of this inflammable liquid. By the way, has anyone calculated how much extra premium should have been collected from all the elevator operators of the United States to pay the cost of the elevators that have been destroyed in bisulfid of carbon fires? To rid elevators of weevil by the heat treatment is costly, and even cyanide and special cleaning might cost the trade \$150,000 annually, while with bisulfid of carbon costing \$7,500 and an elevator burned at a cost of \$7,500, a guess makes the total cost \$15,000. The economic saving by the use of bisulfid is considerable, and the grain elevator operator should be permitted to use it by taking out special insurance against bisulfid explosion at as low a price as he can buy tornado insurance. If the elevator operator makes no attempt to free his plant of weevil his lethargy may cost him more than the price of a new house.

DIRECT MARKETING is covered in a comprehensive report of the chief of the Buro of Markets on 568 experimental shipments of 16 different commodities by parcel post and express. The work on this project was discontinued June 30, 1920, for lack of funds. With the lack of candor common to workers in a blind alley the failure of the direct marketing scheme to develop into anything worth while is excused by referring to high wages, scarcity of labor and abundance of money in circulation. If Congress appropriates more money for direct marketing the Buro is willing to resume the work of throwing the dollars into this sink-hole, ignoring the fundamental truth that direct marketing is certain to be a failure as long as the buyer wants competition between sellers and the seller wants competition between buyers. Unless there is the intervention of the marketplace, the speculator, or the auction each of the two parties to the transaction will entertain secret misgivings that the other party is gouging him. The farmer will fear he is not getting enough for that dozen of eggs, and the urban dweller will fear he is paying too much.

## House Com'ite Less Certain That Futures Must Stop.

In the mind of the average farmer the "short seller" is on a moral plane with a horse thief; and all the agitation against the grain exchanges proceeds on the assumption that doing away with the future delivery trading on the exchange will abolish short selling. The farmer wants to do all the selling of his product himself and is determined to prevent anyone from selling the crop without first buying it from the farmer.

Pursuing the wicked short seller as a lynching party does a horsethief or a rapist, the self-appointed friends of the farmer drew up the Capper-Tincher bill, and legitimate grain dealers who are in no way interested in the welfare of the short seller immediately perceived this precious document periled the entire system of marketing the crops on the exchanges.

Rallying to defend the most economical system of distribution conservative bankers, merchants, grain dealers and even farmers voiced their opposition to the bill before the House Com'ite on Agriculture. Included in the opposition were the former U. S. Food Administrator, the former Wheat Director and the presidents of the leading exchanges. Hearings have ceased while the com'ite has retired to redraft the bill, presumably to preserve the hedging facilities of the exchange defended by the trade and the bankers and still to exterminate the short seller as desired by the Farm Buro Federation.

It remains to be seen whether the redrafted measure is any less objectionable to the legitimate trade than the original bill.

## State Legislation Against Futures.

The same persons who have been encouraging Tincher of Kansas and Capper of the same state to press anti-futures legislation in the national legislature are fearful lest the measure they advocate shall be made effective in their own state, and they are vociferous in their opposition to S. B. 29 introduced in the Kansas State Legislature by Senator Green.

Their argument is that if future trading were permitted in other states while it was prohibited in Kansas all the hedging business would be driven to other states and the local boards of trade in Kansas would be closed. If future trading is such a bad thing why worry? If the majority of the grain dealers, farmers, voters and consumers of Kansas desire to prohibit future trading by all means they should be permitted to have their way. The misguided citizens of North Dakota wanted the Non-Partisan League and they got it. Altho the League has not been running North Dakota very long, already the sane residents of Minnesota, South Dakota and Montana are very glad to have an object lesson close by, manifesting practically what are the evils of the Townley system.

Under Green's bill no broker could take a trade on margin, because having done so he could not close it out when the margin was exhausted, but would have to hold it open until delivery, Sec. 2 expressly stating that

the deposit shall not be "wiped out by any fluctuations of the market."

This bill strikes at sales of grain by anyone not the owner. It proceeds under the fallacy that no one but the grower and the grain consumer shall be interested in the handling of the crops. If this bill becomes a law, grain could still be marketed in Kansas, just about as smoothly as the farmer could haul his grain to the elevator in a farm wagon that had no grease on the axles.

### **Freight Rates Must Be Reduced.**

The President of the National Ass'n, in his address before the Indiana grain dealers, called attention to the fact that high freight rates on many commodities were barring many cheap products from market.

While hay is commanding a relatively high price in many of the terminal markets, much of it is permitted to go to waste because the expenses of getting to market would amount to more than the prices prevailing in the markets. Mr. Clement said that to transport a car of corn from Nebraska to Texas Group 3 points would necessitate the buyer paying as much for transportation and the Federal tax as he paid for the corn.

Shippers generally seem to have overlooked the fact that doubling and tripling the wages of the railway employes would eventually effect so great an increase in the cost of transportation as to bar many of the products commonly handled from the central markets.

The Indiana Ass'n not only adopted resolutions demanding a reduction in freight rates, but also appealed to the Railway Wage Board, asking for a readjustment of the contractual relations between the carriers and their employes, in the hope of assisting the railway companies to obtain a full day's work for a day's pay.

The railway unions have been so extravagant in their demands for increased compensation that they have greatly over-reached the bounds of reason, and the increase in freight rates made necessary by the increase granted the workmen is sure to effect a great reduction in the amount of commodities shipped. Even now, some railroads are unable to make their expenses, because the heavy increases imposed upon them by the wage awards have forced them to advance freight rates to the point where it discourages traffic.

Throughout the entire existence of the railroads, prior to Government control, the controlling factor in making a rate was, "How much will the traffic stand?" Railroad men everywhere recognized the fact that high rates are in a measure responsible for the decline in their business. The low prices prevailing in terminal markets leaves very little for the producer who is far from these centres.

Many shippers in the past have been disposed to deny that they had any interest in the amount of freight charged for transportation, because they have always deducted the amount from the price prevailing in the central market, but they have overlooked the fact an extremely high rate tends to bar cheap products from market.

When you get a chance to protest against this unfair handicap to your business, do it with vigor. The fighters will win this year.

### **The Care of Stored Grain.**

Recent complaints from Ohio indicate that large quantities of oats which were placed in store, apparently in prime condition, are coming out badly bin burned and some of them musty.

Some of the wheat which has been marketed recently from other sections is grading sample, because it is musty. This is not to be expected in a dry climate like Kansas, yet shippers of the sunflower state are receiving disappointing returns on many inspections.

The corn crop was supposed to be unusually dry and of high quality, yet many shipments are grading 5, 6 and sample.

The entire trouble seems to be due largely to the lack of proper care of the grain stored. A few wagon loads of musty wheat can quickly taint and lower the grade of an entire bin full. Not only must country elevator operators keep a close watch on the grain they hold in store, but they must also guard vigilantly against receipts from farmers' bins lest they mix damaged grain with the good and thereby greatly increase a loss which should not have come to them.

Elevator men who are anxious to have their grain grade right at destination owe it to themselves to blow their grain occasionally, clean it, and keep it in condition to merit a high grade, and then to make one final effort to raise the grade before they start it to market. This will greatly improve its quality even though the railroad does see fit to delay the shipment an inordinate time in transit.

### **The Stand For Fair Dealing.**

All grain dealers recognize and admit abstractly that no trade organization can afford to compromise with wrong dealing. The grain exchanges, the trade ass'ns, must always take a firm stand against dishonesty and wrong doing in business transactions, else their disintegration would be an early certainty.

All fair minded members of the trade admit that the most economical method of settling trade differences, and the one most likely to result in fair decisions, is through the arbitration of differences before men of experience in the business. Through this channel of adjustment, all the bitterness and acrimony of the old time pettifogger is eliminated, and cases are decided purely on their merits.

Recently falling markets have so biased some dealers, it has been difficult for them to bring themselves to accept the decisions of the arbitrators, with the result that a few, and we are glad to place the emphasis on the few, have been expelled from the ass'ns for refusing to abide by the decisions of the arbiters.

No trade organization which seeks the support of the right minded members of the trade can afford to harbor or protect the dealer who is not willing to deal fairly, and the Chicago Board of Trade is to be commended for its promptness in investigating the newspaper charges made against one of its members for short weighting customers to whom he sold grain.

One western ass'n is said to have expelled a member whom formerly it had honored with the position of President. Naturally, it was

hard for the officers to take such a firm stand against one who had served the organization, but when it comes to dealing with dishonesty, trickery, and unfairness, no trade organization which hopes to live can afford to compromise, and it is indeed gratifying to note that all of the ass'ns are taking a firm stand against wrong doing, even among those standing high in the trade.

### **Good Roads More Necessary.**

Increased rail freight rates will have a tendency to develop community centers more sufficient unto themselves and to a local production and exchange of products hitherto shipped from long distant points by rail.

Following this there should be an increased demand for horse-drawn and motor driven vehicular transport over good roads.

With more than 2,000,000 miles of unsurfaced roads remaining in the United States, there is room for great improvement in the facilities for hauling the farmer's grain to the elevator. The delivery of grain to the country station is too irregular, difficult and expensive. The farmer is forced to devote too much of his time to unproductive work, preventing the cultivation of the crops.

A practical suggestion toward the improvement of the roads is to move road building materials in February and March, which is the time when open top cars are in least demand. Stone, sand and gravel should now be accumulated in stock piles ready for use.

SPAIN'S CORN crop for 1920 will total approximately 24,000,000 bus. according to an announcement made by the Spanish Department of Agriculture.

SCALES, measures and standards now in use must be discarded if the metric system is made compulsory, as Senator Frelinghuysen of New Jersey would have it. England, which has long done a large export business with nations using the metric system, has stuck to its own weights and standards. While the metric system may admit of finer measurements, the advantages to be gained by making a change are somewhat uncertain, and the average American will hesitate a long time before endorsing such an expensive change.

THIS CROP as a rule did not any more than pay for the planting and harvesting, leaving the farmer in debt, which has to be carried over until the new crop comes in. A country bank, which has been furnishing the farmer money, has had to curtail its credits because of the natural decline of deposits, and is forced in every way to hold its commitments to the very lowest possible amounts. Taking these reasons into account, I can see nothing for the next eight months but a conservative, economical, careful buying period, when liquidation of debts is more thought of than expansion.—C. T. Jaffray, pres. Minneapolis First National Bank.

### **It Is Not Easy**

- To apologize,
- To begin over,
- To admit error,
- To be unselfish,
- To take advice,
- To be charitable,
- To be considerate,
- To keep on trying,
- To think and then act,
- To profit by mistakes,
- To forgive and forget,
- To shoulder a deserved blame,
- But it always pays.

—Doherty News.

## Asked— Answered

[Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

### Book on the Grain Business?

*Grain Dealers Journal:* Is there a book that treats of the grain business in its various branches, the sources of supply, methods of concentration, the names of the shipping points and market centers?—C. H. Morin, New York, N. Y.

*Ans.:* No comprehensive work on the grain business has been published.

### Illinois Warehouse Law?

*Grain Dealers Journal:* Does the Illinois law require a country elevator operator storing grain for others to take out a license?—E. F. Havey, Chicago, Ill.

*Ans.:* A country elevator storing grain for hire would seem to be classified as a public utility and therefore under the jurisdiction of the State Public Utilities Commission; and the Commission, acting under the advice of the attorney of the Illinois Grain Dealers Ass'n that it had such jurisdiction, undertook to prescribe regulations for country elevator operators, as published in full in the *Grain Dealers Journal* at the time, July, 1914, page 45.

But, as pointed out by the *Journal* on page 47 of the same number, no penalty is provided for failure to obey the Commission's regulations, and the law and regulations not being enforceable, it has become a dead letter. In fact, the Monarch Refrigerating Co. went into court and denied the jurisdiction of the Commission to require the filing of schedules of storage charges.

### Charging Off for Depreciation?

*Grain Dealers Journal:* In reply to the inquiry by the 48th Star Mills, in this column Jan. 10, with regard to the depreciation that should be charged for mill machinery, mill buildings and motors I would say that the subject of depreciation may be approached from so many different angles that it would be hard to make a brief answer to the inquiry.

Most manufacturers seeking information on the subject wish to know what the Government will allow as a deduction rather than the amount of depreciation which has actually occurred.

To further complicate the situation, one is confronted with the fact that many mill owners followed the custom of placing their original investment on the books and never adding to it, on the theory that improvements and betterments offset depreciation. This saved bookkeeping but probably is costing the mills a great deal of money in taxes under the present system. As a general rule, based on original cost, I believe the Government Inspectors stick to the following percentages of depreciation:

Buildings: Concrete, 1½ to 2%; brick, 3%; frame and iron clad, 5%. Machinery: Motors and major equipment, 8 to 10%. Office and factory furniture and fixtures: 15 to 20%.

These percentages, of course, have nothing to do with the actual depreciation but are average, and, in the absence of any proof to the contrary, inspectors will, no doubt, stick fairly close to them.

In actual practice we find that the depreciation which occurs in the first few years is rather light. Then for a period there is a slight increase but after a certain amount, where any further impairment of the condition would result in the disablement of the equipment, there is no further depreciation noted until the item is scrapped.

We are sorry not to be able to give any additional light on this subject, but will be

pleased to answer any questions on specific cases, at any time, which subscribers desire.—Clifford B. Ross, pres. The Lloyd-Thomas Co., Chicago, Ill.

### Grain Situation in Argentina?

*Grain Dealers Journal:* Where can I get information in regard to the grain and elevator situation in Argentina?—J. Earl Giddings, Milledgeville, O.

*Ans.:* An illustrated article on "Grain Handling in the Argentine Republic" was published on pages 1126, 1127 and 1128 of the *Grain Dealers Journal* for Dec. 25, 1919. The author was Edward H. Bingham, now manager of the grain department of Penick & Ford, who had just returned from an extensive tour of the Argentine to investigate conditions from the standpoint of the grain dealer.

### Recovery for Carriers' Delay?

*Grain Dealers Journal:* Has a shipper any recourse to collect from a railroad, where the railroad did not deliver grain promptly to destination? For example, if a car leaves station on Jan. 15 and arrives and is sold Jan. 20 at 9 cents less than it would have sold for had it been delivered promptly?—R. M. Thornton.

*Ans.:* Yes, the carrier is liable for the decline in market value during delay, if the delay is unreasonable. The delay is unreasonable if the time in transit exceeds that usually taken to move shipments between the same points in the same direction, as determined by the records of the movements of other cars.

### Why Contractors Build Country Elevators So High?

*Grain Dealers Journal:* In reply to Miles & Olson's in the *Journal* for Nov. 10 as to why elevators are built so high, we would state that the cost of the land does not, as a rule, enter into the question at all. It is true that in the case of terminal elevators at docks where the site is restricted it may be a factor in the case, but very seldom in the case of country elevators.

The usual course of procedure is, for the owner to ask several contractors to put in bids for the erection of an elevator of a certain capacity, a few essential points besides capacity being named, but as the contractor is perfectly well aware that it is not the best elevator that is required but the cheapest, he accordingly puts in a design to meet the conditions required, i. e., one that shows the least first cost, and owing to several circumstances, the chief of which is the use of moving forms, the higher your bins the less the cost per bushel storage. It is a perfectly simple and obvious result of the short-sighted policy of the owner, and one for which the contractor is in no wise to blame.

The obvious cure for the evil is for the owner to have the design for his elevator prepared by someone who is not interested in obtaining the contract for building it, but who is interested in seeing that he gets the most economical building, both as regards first cost and operation, and then let all contractors bid on the same designs.

There is, however, apparently little hope of this course being followed as the owner thinks that by getting his designs from the builders competing for the contract he obtains them for nothing, while by employing an independent firm to design his buildings he would have to pay for the design. He pays for it anyhow, but in the first instance he does not know it because he does not think about it. If he did, he would see that the contractor's designing department, if it is of any value, costs money to keep up and that the only channel whereby this expenditure can be recouped is through his clients, i. e., himself. He not only pays for the designs in the contract price, but he also frequently pays perpetually, as your correspondent notes, for faults in the design for which his short-sighted policy is really responsible.

Would any sane man, requiring a house, ask for bids on one containing a given number of cubic feet of space. Yet this is practically what is done in the case of the majority of country elevators.—Harold Rolph, pres. John S. Metcalf Co., Ltd., Montreal, Que.

### Delay in Reply to Offer.

*Grain Dealers Journal:* Thru a broker we sold a Michigan buyer two cars of corn at a price f.o.b. our track. The broker immediately sent us his confirmation.

The broker made the trade with us at 7:30 a. m. on the day after he had received the bid from the Michigan buyer; and he wired the buyer of his purchase from us, the message getting to buyer at 8:30 a. m. The buyer waited until nearly 10 o'clock a. m., before wiring the broker that they refused the corn. We did not know they refused to book this corn until three weeks later when the broker informed us he could not get them to take the corn. Can we collect the amount we are out thru arbitration?—R. D. Culver.

### Who Makes Claim Against Railroad?

*Grain Dealers Journal:* The writer wishes to take issue with your editorial writer in his article on page 1157 of your December 25, 1920 number, relative to the effect that the McCaul-Dinsmore Companies' decision will have on grain shippers who have a loss in transit.

Supposedly the writer of that article was familiar with the grain trade, but there are several things in this article which he seems to have overlooked, and the main point is this: The terms of his contract. Grain is never sold for shipment or delivery at some indefinite time. Your contention would be correct if that were true, but if we sell grain for delivery at Galveston, or some other place, for shipment within thirty days and that time of shipment expires on January 15, and we are not notified of the loss or do not discover the loss until January 20, or maybe a month later and the market is fifteen or twenty cents lower, it is hardly probable that the receiver will allow us to substitute something else on the contract.

On the other hand, if the market is ten or fifteen cents higher, naturally, we get an extension or are compelled to pay the market difference for our shortage on contract.

Right at the moment we are interested in a proposition of this kind. We bought a car of wheat off the sample tables of the Wichita Board of Trade, based on Wichita grades, destination weights. Our contracts are uniform in as much as they contain the clause substantially as follows: "This contract is not complete until the grain reaches destination, is weighed, graded and accepted."

Spot trading, which this was, is covered by a rule of the Wichita Board of Trade, which provides that the particular grain bought is the only grain that is applicable on the contract. In this case the only thing between us was the weight upon which we were to settle, provided the grain bought was delivered at destination.

We diverted the car out of here, which is permissible under our rules, and some twenty or thirty days later we were notified by the railroad company that the car had been wrecked and entirely destroyed, and that they were ready to entertain a claim for the loss in transit. Applying the rule of the Wichita Board of Trade, the party from whom we bought could not apply any other car on the contract and this car or contents never reached destination. The contract was never filled, so we were clearly within our rights in turning the lading back to the party from whom we bought.

Now, he had this car sold to us at a specific price for all the grain that the railroad company delivered, but, as they did not deliver any, the whole thing reverted back to him. His claim was filed basis the ac-

tual sale price to us, or the actual dollars and cents he would have received from us had the contents of this car reached destination and been weighed. The claim agent promptly comes back with the statement based upon the so-called McCaull-Dinsmore decision, stating that the car should have reasonably been delivered to the billed destination within a certain number of days; that a fair market price for that class of wheat under the date that it reasonably should have been delivered was a specific price. This, however, about thirty cents per bushel less than he would have received for it regardless of what the market may have been at the time it reached destination, had they taken it through as contracted.

Now, the question that we would like to have you to answer, is who is going to make up to this shipper the \$400.00 or \$500.00 between the actual value of his wheat, as sold to us, and the price that the railroad people say it was reasonably worth at destination. If you will just make this clear to us, we are satisfied that you will be conferring a favor on the shipping public. We are ready to concede that if we should sell grain at so much delivered Kansas City, Chicago or any other market by a certain time and it should be wrecked or destroyed in transit and we were notified before the expiration of our contract, so that we could go into the open market and buy something that would apply on our contract there would be nothing wrong with your contention, but that is something that does not happen one time in one thousand, in the case of these loss in transit claims. There is just one equitable way to settle these claims, and that is to pay the actual loser the amount of his loss, whether the grain be sold at more than the market value at the time of the arrival at destination or sold for less.—Warwick Grain Co., Wichita, Kan.

**Ans.:** As provided by the common law, and as confirmed by the McCaull-Dinsmore decision the true measure of the carrier's liability is the value of the grain at destination at the time the shipment should have been delivered. The carrier is not concerned with the terms of the contract between buyer and seller, except as the contract defines the owner, who alone has the right to recover the damages from the carrier.

The true ownership of the carload in question is a matter of doubt. Insertion into the contract of the clause that the sale is not complete until the grain reaches destination, is weighed, graded and accepted, is an attempt to make it what is known as an "executory contract of sale," under which title does not pass as long as something remains to be done, in this case weighing. From that point of view the Warwick Grain Co. could call the deal off and leave the seller to try to recover from the carrier.

But the diversion of the carload by the Warwick Grain Co., was an exercise of the rights of an owner. It thereby brot the carload under its own dominion and control to an extent that would warrant a court of law in holding the Warwick Grain Co. responsible, especially if the loss of the car occurred after the Warwick Grain Co. had taken control of the routing or disposition. Moreover, the railroad company in accepting the Warwick Grain Co.'s order for diversion must have recognized it as the owner by reason of possession of the documents.

Presumably, this carload had already arrived at Wichita, had been sampled there, and in the ordinary course would have been weighed there and all responsibility of the seller would have ended. Apparently the Warwick Grain Co. prevented this prompt local weighing and unloading into an elevator and for purposes of its own diverted the shipment to a new destination, handling the shipment in every way as if it was the owner and expecting to retain for itself the profits of such handling and diversion.

Furthermore, if this shipment was sold for the country shipper by a commission merchant or the Wichita Board of Trade, sale was presumably on Wichita grades and weights, and if the shipper said nothing about the weights the receiver would have no authority to sell on weights at some market beyond. Such authority could only be derived by showing a rule or practice known to and acquiesced in by the country shipper.

Allowing a buyer to play for profits to himself with the property of a shipper at the risk of the shipper is contrary to public policy. It seems clear that the Warwick Grain Co.

owes the country shipper the amount agreed upon when the sample was sold on the floor of the Board of Trade. The Warwick Grain Co. loses nothing, as in turn it has the right under its contract with the buyer at Galveston to tender a car bot in and preserving all the billing advantages of the car originally sold, if the buyer on request declined to allow the drop in the market when canceling. If the Warwick Grain Co. allowed the Galveston buyer to cancel without getting the market difference it threw away good money.

### Why Did Grain Prices Drop 75 Per Cent?

*Grain Dealers Journal:* We have stood so many slaps lately that the one administered thru your columns by Mr. McGonagle doesn't hurt a bit. We are undoubtedly far newer in the grain business than Mr. McGonagle, but at that we have a right to our own opinion, and his letter has not changed it—not very much, at least. We always like to discuss matters like this with others older and more experienced than ourself, and are willing to sit back and listen, and if possible, learn something from the other fellow.

But right now we'll bite: What was the reason for the great decline in grain prices? We haven't read the report of the Federal Trade Commission, and we want to know. We want to know why the farmer's commodities dropped about three-fourths in price, while the prices on other things have been declining very gradually. Why should the farmer stand all this loss in three months that other lines will spread over three years?

At the present rate of decline, it seems to us, tho we are no statistician, that the things the farmer buys will take about three years to come down to so-called "pre-war" prices, while today the farmer is offered less than the "pre-war" price for his grain. Now we are ready for that "kindergarten course in economics." Please tell us why. We are willing to confess our ignorance.

Yes, we took a rap at "short selling" on the Board of Trade, and we still think we were right. We are not any too well versed in Board of Trade doings either, but here is our idea. Except for hedging deals, if you buy on the Board, you bet the fellow who sells to you that the market is going up, and he bets that it is going down; that is, unless he is hedging. If you sell short, your position is just reversed. If that isn't gambling, what is?

An article in a well-known magazine not long ago stated that the Board of Trade was just like a poker game, except that you sometimes knew with whom you were playing in the poker game, and on the Board you didn't know your opponent. Now these statements except all hedging deals, and all deals in which the buyer expects to call for delivery and the seller has something to sell. Of course, we all "sell short" in some way sometimes, but we don't do it to the extent that those who "buck the Board" do. Senator Capper (the bone of contention), says that the 1920 corn crop was bought and sold on the Chicago Board of Trade fourteen times before a single kernel was delivered. Is that legitimate business? And Senator Capper knows what he is talking about.

We are not in the market at all except to lose a bunch on cash corn like a lot of our neighbors did, but possibly if we had been "in on the right side" we could feel better too. But we still feel that the farmer has a kick coming.

One thing more about the Board of Trade. We are at the present time advising our customers to sell their corn, and buy back on the Board. This is a rank speculation, but we tell them they won't have to stand any shrink nor pay any insurance, and that 1000 bushels of May corn is 1000 bushels, but that 1000 bushels of corn in the crib now is 925 bushels next May. Do you think we are right?

We have also advised feeders around here

to make use of the future markets in order to insure the prices of the feed they use, but that is a hedge.

We don't like to be called a "calamity howler," and we surely feel that there are better times ahead, but we do still feel sorry for some of the farmers who are "getting theirs" this year, and Mr. McGonagle's letter doesn't change our feelings toward them a bit.

We, also happen to know of a few landlords who are closing out their tenants this year, as well as a very, very few who are helping their tenants out. We know of one, especially, who has money to loan, who forced his tenant to pay up on the first of the year, and this landlord is a farmer himself.

We want to hear more of Mr. McGonagle's argument against Senator Capper's proposition, and we want to get the full benefit of that "kindergarten course in economics."—Sergeant Bluff Farmers Elevator Co., Per "Calamity Howler," Sergeant Bluff, Ia.

### The McCaull-Dinsmore Decision?

*Grain Dealers Journal:* In the Dec. 25 issue of the Grain Dealers Journal, page 1157, column 2, you refer to "The McCaull-Dinsmore Decision." I am not familiar with this decision but from the short article referred to I have reached the conclusion that it refers to railroads being required to settle claims for loss in transit at price at the time car reached destination. If this is true I wish you would kindly give us more information in regard to this matter.—E. C. Douglas, mgr. Gulf Grain Co., Houston, Tex.

**Ans.:** The McCaull-Dinsmore decision knocked out the fine print on the back of the B/L fixing damages on the basis of the invoice value of the property damaged or lost at the time and place of origin; and made the value at destination the true measure of damages, as it always was under the common law. The shipper's loss is what he would have received for the property at destination, less freight. The fact that he may have bot the property for a song before loading it for shipment does not minimize the shipper's recovery, as whatever profit there may be in doing a grain business belongs to the shipper, not the carrier.

This decision was published in full in the Grain Dealers Journal for June 25, 1920, page 1173. Being a decision of the Supreme Court of the United States the railroads have no appeal.

### Non Freezing Mixture for Gasoline Engine?

*Grain Dealers Journal:* In a recent issue of the Journal it was stated that if calcium chloride is used in the water tank of an engine draining the tank will not be necessary no matter how cold the weather becomes.

I would like very much to avoid draining my engine and I would like to know how much calcium chloride to put in my water tank which is 7 feet high, has a diameter of 2½ feet and contains approximately 20 barrels of water.

I should think this mixture would be good for use in an automobile radiator in the winter time.—Stanley Jackson, mgr. Independent Elevator Co., Barney, N. D.

**Ans.:** This tank, which holds approximately 250 gallons, will require the addition of 950 lbs. of calcium chloride to keep it from freezing at all temperatures above 31 degrees below zero.

The quantity of calcium chloride required for each fifty gallons of water to prevent freezing at various temperatures is shown in the table below:

75 lbs.	+18° F.
90 lbs.	+12° F.
110 lbs.	+7° F.
125 lbs.	Zero F.
130 lbs.	-8° F.
170 lbs.	-19° F.
190 lbs.	-32° F.
200 lbs.	-39° F.

ANY ADDITIONAL TAXES which may be imposed on grain exported from Argentine will have to be paid by the foreign buyer is the decision of the Argentine exporters. Sales are now being made with this understanding.

# The GRAIN DEALERS JOURNAL.

## Letters

[Here is the grain dealers' forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

### Unnecessary Menace and Restriction of Business.

*Grain Dealers Journal:* On account of the 40% increase of freight, recently approved by the Interstate Commerce Commission business has been restricted to small mileage or zones. We speak in particular of the handling of hay and alfalfa.

Our principal outlet, and in fact, all of the central western states, is the South. The rate of freight from the alfalfa states has bottled up the crop and it will continue to lay out in the fields until some relief is offered. Even with the recent reduction to Mississippi River points the rate on this commodity is too high. When transportation charges reaches a point of cost equal to two-thirds the value of the commodity shipped it seems to us it is time to take notice.

The present cost of transportation on a ton of hay in car lots from northern Indiana points to Athens, Ga., is as follows: Freight and tax per ton from Edgerton, Ohio, and Grabill, Indiana, is 28c per cwt. To Cincinnati, 42½c from Cincinnati to Athens, Ga., making a thru rate of 70½c.

Per ton including tax.	
This gives us a freight charge of....	\$14.50
Cost of baling and loading.....	6.50
Commission and handling charge.....	1.50

\$22.50

Today No. 1 timothy is selling at \$35.00 per ton, delivered basis, Athens rate. This nets the producer \$12.50 per ton for the best hay produced. Grain is on a parity with hay. We are quite sure the Railway Companies never expected 40% increase to be granted and would have been perfectly satisfied with less than half this increase.

If we understand the duty of the I. C. C., it is to see that justice and equity is meted out to all concerned. It is true Railway Companies must be protected with just and equitable freight charges which produces sufficient revenue to pay current expenses and reasonable dividends on investments. It would seem to us that the 40% increase was not warranted and has virtually restricted commerce until there is no business to be had, with little or no bright spots in the future.

It is only a question of time until the carriers will voluntarily ask that the rates previous to the 40% increase be put back. This will be necessary in order to keep the rolling stock earning sufficient revenue to meet current expenses.

The public has assumed the attitude of organized labor and is now verging on a STRIKE. In unity there is strength.

Hay should be accorded the same privileges as grain as it is essential to animal sustenance. However, the carriers have taken great pleasure in taking a rap at hay in the matter of reconsigning and diversion charges. We are now being charged \$3.00 to move a car of hay after it arrives in the terminal yards to the carrier's team track or privately owned siding. This occurs in terminal markets governed by Board of Trade rules, but there is no such charge as this assessed against shipments of hay to points not so governed and controlled, altho cars would have to be cut out, switched and set to team tracks or privately owned sidings. We firmly believe this charge is an illegal discrimination.

A ruling was recently sanctioned by the

Interstate Commerce Commission governing hay running into Louisville whereby a charge of \$3.00 was assessed for holding a car for inspection. Evidently the carriers were aware of the fact there was no state law governing the inspection of hay and cast about to get a line on some imaginary omission of state laws whereby they could bring this charge before the Commission and have it sanctioned and approved. We complained to the I. C. C. with reference to this charge, and all that was done in the matter was to change the wording from "hold for inspection" to "reconsigning or diversion charge" and still grabbed off our money. To us it would appear all the carriers need to do is to go before the Commission and present something in the way of diversion, reconsigning, or holding charge and it is sanctioned.

These charges are most disastrous to business from the simple fact they are not definite and fixed. Firms owning sidings are free from these charges. Yet, the carriers perform the same amount of service. If the reconsigning and diversion charge is justly due the carriers it should be assessed on each and every car of any commodity transported over their rails to any point in any city, and not against terminal market points only.

We take it for granted those who read this item know what a boomerang is. This will be the ultimate outcome of these recently granted increases, and diversion or reconsigning charges. The thing is so bad it will undo itself. All we need to do is to assume the attitude of watchful waiting.—Kendrick & Sloan Co., Inc., Indianapolis.

### Insuring Grain "Held in Trust."

*Grain Dealers Journal:* The United States Supreme Court in the case of the Home Insurance Co. v. Baltimore Warehouse Co., held that where the warehouseman had stamped on the warehouse receipts, that it would not be liable for any loss by fire; this did not preclude him from obtaining insurance for the benefit of the bailor but that the court looked to the policy and where it contained "held in trust" or similar terms, this showed the intention of the warehouse company to carry insurance for the benefit of the bailors who stored goods with it, and this too, notwithstanding the fact that no arrangement had been made with the bailors to carry insurance for them. This decision has been followed by all of the courts that I know anything about.

You will therefore, see that the words "held in trust," "for account of whom it may concern" and similar terms used in the policies of fire insurance companies issued to a warehouse man is a very dangerous clause for the warehouseman but agents invariably use these terms in issuing such policies. The fact that very little litigation has been had concerning the rights of bailors to claim a portion of the bailee's insurance is no evidence that it will not be done in future cases, and the reason that such claims have not been made heretofore to any great extent is that bailors were ignorant of such rights. For instance, there is about one million of insurance tied up in the loss of the Green River Distilling Co., by reason of these dangerous clauses in their policies.—Thrasher Hall, mgr., Michigan Dept., Underwriters Adjusting Co., Detroit, Mich.

The things we seek are always attracted to us by the force of our own magnetic expectation.

If we are seeking and expecting people to despise and cheat us, we shall not be disappointed, for we are creating the atmosphere which attracts that quality of treatment.

If we are seeking and expecting courtesy and kindness from people, it will most surely gravitate to us from every side, for we are radiating the soul shine which draws to us the force of love and kindness, and no other sort of quality can abide either in our presence or in our mental atmosphere.—Grace M. Brown.

### Coming Conventions.

Jan. 25, 26, 27. Farmers Grain Dealers Ass'n of Iowa at Fort Dodge, Ia.

Feb. 8, 9, 10. Illinois Farmers Grain Dealers Ass'n., Champaign, Ill.

Feb. 9. Michigan Bean Jobbers Ass'n at Detroit, Mich.

Feb. 15, 16, 17. Minnesota Farmers Grain Dealers Ass'n, Minneapolis, Minn.

Feb. 23, 24, 25. Kansas Farmers Co-operative Grain Dealers Ass'n., Hutchinson, Kan.

Mar. 1, 2, 3. North Dakota Farmers Grain Dealers Ass'n., Jamestown, N. D.

May 18, 19. Oklahoma Grain Dealers Ass'n. at Oklahoma City, Okla.

May 24, 26. Kansas Grain Dealers Ass'n., at Kansas City, Mo.

June 19, 20. Wholesale Grass Seed Dealers Ass'n, St. Louis, Mo.

June 21, 22, 23. American Seed Trade Ass'n; St. Louis, Mo.

Sept. 6, 7. National Hay Ass'n at Chicago, Ill.

### Wierman Chosen Pres. of Denver Exchange.

To fill the unexpired term of his predecessor who resigned the directors of the Denver Grain Exchange Ass'n recently elected W. H. Wierman pres., his successful administration of the same office during 1919 having prompted the directors to again confer the honor upon him.

Mr. Wierman has been in the grain business in Illinois and in Oregon and Washington and is now pres. of the Summit Grain & Coal Co., of Denver. With a broad experience and as an aggressive man several progressive movements have been started under his direction. The grain business at Denver is rapidly increasing, and the Exchange handled more cars of grain in December, 1920, than in any other month of its existence.



W. H. Wierman, Denver, Colo.  
President Grain Exchange.

# The GRAIN DEALERS JOURNAL.

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To have friends, be one.  
To be happy, scatter sunshine.  
To succeed, serve others.

## Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

### CANADA.

Ottawa, Que., Jan. 17.—The total yield of wheat in Canada for the year 1920 is now finally returned as 263,189,300 bus. from 18,232,371 acres, as compared with 193,260,400 bus. from 19,125,968 acres in 1919 and with 254,480,440 bus. from 16,342,969 acres, the annual average for the five years 1915-19. The average yield per acre for Canada is 14½ bus. as against 10 bus. in 1919 and 15½ bus. the five-year average. For oats, the finally estimated production is 530,709,700 bus. from 15,849,928 acres, as compared with 394,387,000 bus. from 14,952,114 acres in 1919. The average yield per acre is 33½ bus. as against 26½ bus. in 1919 and 32 bus. the five-year average. Barley yields 63,310,550 bus. from 2,551,919 acres, as compared with 56,389,400 bus. from 2,645,509 acres in 1919, the average yields per acre being 24¾ bus. for 1920, 21½ bus. in 1919, and 24½ bus. the five-year average.—Canadian Bureau of Information.

### ILLINOIS.

Galesburg, Ill., Jan. 15.—Very dry here; freezing and thawing not very good for wheat; light acreage.—H. F. Turner.

Springfield, Ill., Jan. 24.—Illinois acreage of winter wheat and rye is 5% less than last year and is again on a pre-war average. Predictions of the crop are unsettled because of the uncertainty of the effect the warm weather of January will have on the grain crops.—S. D. Fessenden, U. S. Field Agent for Illinois.

### INDIANA.

Cates, Ind., Jan. 18.—Fly is reported in the wheat.—S. J. Matte.

Gessie, Ind., Jan. 18.—Crops have been good and wheat prospects are fair.—Gessie Grain Co.

Twelve Mile, Ind., Jan. 12.—Very little wheat in this section which is fly infested. Rye acreage is large.—Farmers Elevator Co.

Indianapolis, Ind., Jan. 18.—Snowfall of from 1½ to 4 inches proved very beneficial to crops while it lasted. Additional snow would protect late sown grain during periods of fluctuating temperatures.—J. H. Armington.

Rensselaer, Ind., Jan. 17.—Corn was a good crop in this section this year. Some good fields averaged 70 bus. to the acre and went 75 lbs. to the bushel. Considerable corn is being fed. Growing wheat looks fine so far. The light snow of two weeks ago still covers the ground somewhat and provides some protection.—Joseph Halligan.

### KANSAS.

Maize, Kan., Jan. 17.—Growing wheat is the best in several years.—W. W. Fulkerson, mgr. Farmers Grain & Supply Co.

Bunker Hill, Kan., Jan. 21.—Wheat is the main crop here. Crop conditions are good so far. Wind has done some damage the past few weeks.—F. D. Miles.

Clay Center, Kan., Jan. 21.—Condition of the growing wheat in this locality is very favorable at this time.—Starkweather & Wilson, per H. H. Starkweather.

### MISSOURI.

Harrisonville, Mo., Jan. 18.—Wheat looks fine but there are lots of chinch bugs.—L. H. Kinney.

Gallatin, Mo.—Crops in this section were good last year. Wheat acreage this year only 75% of the last season's acreage.—W. G. Cline, mgr. Daviss County Milling Co.

### NEBRASKA.

Daykin, Neb., Jan. 14.—Winter wheat in good condition.—J. L. Draucker, Daykin Grain & Supply Co.

### NORTH DAKOTA.

Crosby, N. D., Jan. 21.—Crops were almost a total failure last year. We really have not had a crop since 1915 and as a result have more hard times up here.—P. Paulson.

### NEW MEXICO.

Clovis, N. M., Jan. 18.—Wheat looks good but needs snow and colder weather since our territory has been very open with very little moisture. In the north there is plenty of moisture.—Cramer Mill & Elevator Co.

### OKLAHOMA.

Cherokee, Okla.—Growing wheat is practically normal with the acreage about the same.—Cherokee Mills.

Carnegie, Okla., Jan. 14.—We had a good snow yesterday and wheat is wintering well.—J. R. Thomas.

Cherokee, Okla., Jan. 8.—Wheat looks good with increased acreage over last year.—W. E. Titus, formerly operating elvtr. at Sentinel.

Buffalo, Okla., Jan. 15.—Growing crop in excellent condition. Have had plenty of moisture and open weather.—G. E. Porter.

Oklahoma City, Okla.—Final summary of the crops of Oklahoma show that the 3,100,000 acres of corn averaged 28 bus. per acre and produced a total of 89,320,000 bus.; the 2,890,000 acres of wheat averaged 16 bus. per acre and produced a total of 46,240,000 bus.; the 1,500,000 acres sown to oats averaged 32 bus. per acre and produced 48,000,000 bus.; and the 130,000 acres of barley averaged 24 bus. per acre and produced 3,120,000 bus.—L. M. Estabrook and J. A. Whitehurst, Oklahoma Crop Reporting Service.

### SOUTH DAKOTA.

Rowena, S. D.—Corn is moving freely here now.—Farmers Elevator Co.

Alpena, S. D.—Crops were poor this year. Wheat and corn are our main crops in this locality.—Mason Smith.

### TEXAS.

Meridian, Tex., Jan. 15.—Crop looking very bad; not much oats sown in fall; more acreage seeded to wheat on account of low price of cotton.—Meridian Mill Co.

### WISCONSIN.

Taylor, Wis., Jan. 11.—Crops all good with the exception of spring wheat.—M. Overby, mgr. Overby & Farmers Grain Co.

### No Reconsignment Charge on Grain Held for Inspection.

The Supreme Court of Minnesota on Dec. 3, 1920, gave judgment in favor of plaintiff Merchants Elevator Co., of Minneapolis, Minn., against defendant Great Northern Ry. Co., in its suit to recover the charge of \$5 per car on 16 cars of corn shipped from Omaha, Neb., over the G. N. to Willmar, Minn., an official sampling and inspection point.

After getting the official grade plaintiff reconsigned the cars to Anoka, Minn. Defendant contended that the charge was authorized by the following rule:

"Rule 10. Diversion or Reconsignment to Points Outside Switching Limits Before Placement.—If a car is diverted, reconsigned or reforwarded on orders placed with local freight agent or other designated officer after arrival of car at original destination, but before placement for unloading, or if the original destination is served by a terminal yard, then after arrival at such terminal yard, a charge of \$5.00 per car will be made if car is diverted, reconsigned or reforwarded to a point outside of switching limits of original destination."

Plaintiff contended that this case came within the exception:

"(a) Grain, seed (field), seed (grass), hay or straw, carloads, held in cars on track for inspection and disposition orders incident thereto at billed destination or at point intermediate thereto."

The court said: We construe the exception to mean that cars of grain are exempted from rule 10, if held on track at billed destination for inspection and for disposition orders incident to such inspection, and that the "disposition order" may be an order to make disposition by way of reconsignment to another destination. This seems to us the fair meaning of the language. The purpose doubtless is to permit inspection of grain at inspection points for the purpose of determining the ultimate market, and then to dispose of the shipment by reconsignment to such market without extra charge.

It follows that the exactation of the \$5 reconsignment charge was improper.—180 N. W. Rep. 105.

### Kindness.

One never knows  
How far a word of kindness goes.  
One never sees  
How far the smile of friendship flies  
Down through the years  
The deed forgotten reappears.

One kindly word  
The soul of many here has stirred  
Man goes his way  
And tells with every passing day  
Until life's end:  
"Once unto me he played the friend."

We can not say  
What lips are praising us today.  
We can not tell  
Whose prayers ask God to guard us well  
But kindness lives  
Beyond the memory of him who gives.

—Edgar A. Guest.

## Leaking in Transit

Grain dealers can help brother sufferers in the collection of claims for loss by reporting to Grain Dealers Journal, for free publication, car initials, number, place, date and condition of car seen leaking grain in transit.

Recently we have received reports of the following leaking or bad order cars:

C. M. & St. P. 90318 was set off at Whittemore, Ia., on Jan. 11 leaking oats at the draw bar. Car was repaired by the section men. About three bushels of oats lay on the ground where the car stood.—O. J. Kaschmitter.

H. V. 8840 loaded with corn and oats passed thru Lakeville, O., on Jan. 11 eastbound. Car was leaking badly at the south side.—James Hudson, mgr. Lakeville Equity Exchange Co.

I. C. 34176 passed thru Lubbock, Tex., on Dec. 3 leaking red top cane seed at the side.—Thomas Grain Feed & Fuel Co.

A. T. & S. F. 25908 transferred into L. E. & W. 8153 at Otterbein, Ind., on Dec. 20, had the draw bar pulled out and one end badly broken. Oats were scattered all along the side track and the shipper will probably have a big shortage.—T. E. Samuel, mgr. Farmers Elevator Co.

L. E. & W. 8153 was filled with oats at Otterbein, Ind., on Dec. 20 after A. T. & S. F. 25908 had a draw bar pulled out and its side badly bursted. Oats were scattered all along the side track.—T. E. Samuel, mgr. Farmers Elevator Co.

C. & N. W. 76480 passed thru Mondamin, Ia., on Dec. 18, going south on the C. & N. W. Car was leaking yellow corn very badly at the corner.—Wallace Bros.

E. J. & E. 7702-C was set off at Sergeant Bluffs, Ia., on Dec. 12. The doorpost was badly broken and car was leaking yellow corn freely.—Sergeant Bluffs Farmers Elevator Co.

### Suits for Delay in Transit.

Suit has just been started by Owen L. Coon to recover damages for failure to transport grain to destination within a reasonable length of time. For August Willert of Toronto, Ia., Mullin & Doughan of Hutchins, Ia., and the Farmers Elevator Co., of Nora Springs, Ia., he has begun suit against the Chicago, Milwaukee & St. Paul for delays arising in January and February, 1920.

For the Geo. E. Pratt Estate of Rossville, Ill., and the Smith-Vincent Co., of St. Louis, Mo., he has started suits for loss and damage to grain, against the C. B. & Q. R. R. Co. For Miller Bros. of Anthony, Idaho, suit has been begun against the Union Pacific; and for Huey, Sells & Co., of Paton, Ia., against the M. & St. L. R. R. Co., both for loss of grain in transit.

Suits of the Farmers Elevator Co. of Fentonelle, Ia., against the Chicago, Burlington & Quincy Railroad, the suit of the Farmers Elevator Co. of Clare, Ia., against the Minneapolis & St. Louis Railroad and the suit of Albert D. McCool of Greenville, O., against the Baltimore & Ohio have recently been settled satisfactory to the shipper.

# Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

## CANADA.

Ottawa, Ont.—Stocks of grain in store in Canada's elevators on Dec. 31, 1920, follow: Wheat, 49,689,260 bus., of which 24,700,000 bus. remained in country elevators; oats, 20,989,731 bus., of which 10,596,000 bus. remained in country elevators; barley, 5,085,187 bus., of which 3,062,621 bus. remained in the country elevators.—Canadian Buro of Information.

Toronto, Que.—Wheat exports from Canada during December amounted to 34,734,206 bus. Of this amount 12,234,449 bus. went to the United States, 7,738,652 bus. went to the United Kingdom, and 14,761,105 bus. went to other countries. Of the 81,000,000 bus. of wheat exported from Canada from Sept. 1 to Dec. 31 over 30,000,000 bus. went to the United States; 32,000,000 bus. went to other countries via the U. S., and 18,000,000 bus. went thru Canadian ports.—Canadian Buro of Information.

Ft. William, Ont.—Receipts at this market during December follow in bushels: Wheat, 27,924,643; corn, 1,448; oats, 4,849,719; rye, 459,478; barley, 1,746,163; compared with receipts during December, 1919, of: Wheat, 9,601,846; corn, none; oats, 3,043,398; rye, 104,125; and barley, 980,755. Shipments during December show almost as large an increase as do the receipts and follow: Wheat, 23,812,004; corn, 1,449; oats, 3,051,982; rye, 455,921; and barley, 1,214,293; compared with shipments during December, 1919, of: Wheat, 7,369,758; corn, none; oats, 2,409,839; rye, 2,590; and barley, 917,991.

## ILLINOIS.

Radom, Ill., Jan. 17.—All wheat is sold in this territory.—Frank Pawlowski.

Fairbury, Ill.—A few oats are moving.—T. D. Karnes, mgr. Farmers Grain Co.

Leodore, Ill., Jan. 22.—Farmers have quit moving everything.—Mgr. Leodore Farmers Elvtr. Co.

Galesburg, Ill., Jan. 15.—Not much grain moving; farmers do not want to sell at present prices.—H. F. Turner.

McNabb, Ill., Jan. 12.—Grain has commenced to move freely from the farmers this month. Farmers need the money.—Carl Koch, mgr. Farmers Grain Co.

Fairbury, Ill.—Crops poor in this locality. There is some talk of putting down the acreage of corn and oats, raising more grass and hay.—T. D. Karnes, mgr. Farmers Grain Co.

## INDIANA.

Cates, Ind., Jan. 18.—No grain moving. Most of it is on the farms.—S. J. Mattee.

## Exports of Grain Weekly.

[From Atlantic and Gulf Ports, In Bus., 000 Omitted.]

	Wheat.	Corn.	Oats.									
1920.	1919.	1920.	1919.	1920.	1919.							
July 10....	5,771	3,851	35	23	800	1,617						
July 17....	8,556	3,393	89	93	322	757						
July 24....	6,990	1,112	157	45	1,006	1,142						
July 31....	7,033	3,067	43	9	867	2,319						
Aug. 7....	6,375	3,651	52	74	353	891						
Aug. 14....	7,220	2,620	102	44	50	1,584						
Aug. 21....	6,919	4,445	63	67	46	2,141						
Aug. 28....	11,253	6,072	122	264	134	1,576						
Sept. 4....	6,425	3,848	9	118	52	1,474						
Sept. 11....	8,203	7,475	55	42	130	1,411						
Sept. 18....	10,902	6,343	67	148	50	1,358						
Sept. 25....	10,572	4,690	76	29	116	557						
Oct. 2....	7,476	5,917	75	33	112	1,442						
Oct. 9....	7,427	2,485	297	28	186	1,007						
Oct. 16....	9,345	2,830	323	18	223	1,184						
Oct. 23....	7,985	2,920	401	9	368	131						
Oct. 30....	8,189	2,458	212	10	275	406						
Nov. 6....	7,768	3,865	463	23	238	1,017						
Nov. 13....	6,072	5,594	474	69	475	593						
Nov. 20....	8,113	4,629	1,061	21	466	957						
Nov. 27....	7,988	3,821	170	39	185	108						
Dec. 4....	8,009	6,226	466	16	180	877						
Dec. 11....	7,256	3,674	209	16	21	904						
Dec. 18....	7,924	4,639	231	10	85	540						
Dec. 25....	6,510	2,522	250	25	124	150						
Jan. 1....	9,509	5,161	144	46	34	394						
Jan. 8....	9,429	4,854	504	62	249	306						
Jan. 15....	6,457	3,650	264	106	185	155						
Jan. 22....	4,782	1,980	1,029	188	139	380						
Total since July 1....	233,309	129,337	6,499	1,745	7,356	28,071						

Medaryville, Ind.—Business good this winter. Grain moving freely.—Albert Reep.

Twelve Mile, Ind., Jan. 12.—Corn movement is slow with the farmers holding for higher prices.—Farmers Elevator Co.

Huntertown, Ind., Jan. 21.—Farmers are over their strike. Corn is coming in but is easier to buy than sell.—Dan Steiner.

Gessie, Ind., Jan. 13.—Considerable corn in the community which the farmers are holding for higher prices.—Gessie Grain Co.

Bluffton, Ind., Jan. 21.—Nothing moving now. Expect movement after March 1, when tax assessment is past.—George Arnold.

Evansville, Ind., Jan. 18.—Very little corn moving as the farmers are holding for higher prices. Do not look for much corn to move soon.—A. Waller & Co.

Kokomo, Ind., Jan. 20.—Never saw so much in the country. I expect there still is an average oat crop remaining in hands of the farmers.—J. H. Thompson.

Greentown (Sycamore p. o.), Ind., Jan. 13.—Farmers have all their corn and oats and will not take the prices offered. They say they will feed it to the hogs.—Howard Cranor.

Evansville, Ind., Jan. 18.—Movement of the big crop of corn has been very light up to date. We have lots of clover hay here and have no market for it.—Evansville Hay & Grain Co.

Galveston, Ind., Jan. 14.—Most of the grain held in elevators in this part of the country has been shipped out. One-half of the oats and corn still remain in the farmers' hands and will be moved in the spring.—Paul Garrison.

## IOWA.

Morning Sun, Ia.—Farmers are not selling grain at present prices.—Reids Elevator Co.

Boyden, Ia.—Not much grain moving as everyone is holding. There is considerable old corn around here.—Jack Pryde.

## KANSAS.

Hiawatha, Kan., Jan. 11.—Not much movement on account of low prices.—N. Salisbury.

Valley Falls, Kan., Jan. 14.—Nothing is moving as the farmers will not sell at the present prices.—C. E. G.

Circleville, Kan., Jan. 13.—Fair movement of grain thru here. Have shipped about 30,000 bus. of new corn.—C. C. Connor.

Pauline, Kan., Jan. 21.—Grain is moving slowly in this section. Farmers are holding for higher prices.—Farmers Co-op. Elevator Co.

Maize, Kan., Jan. 17.—About 40% of the 1920 wheat crop still in the farmers' hands.—W. W. Fukerson, mgr. Farmers Grain & Supply Co.

Hiawatha, Kan., Jan. 11.—Movement of grain is improving slightly. Corn is commencing to move. Very little wheat moving.—F. Morer.

Corning, Kan., Jan. 20.—We are shipping some grain, however, the farmers are not inclined to sell at present prices.—Farmers Elevator Co.

Burlingame, Kan., Jan. 20.—Very little grain of any kind moving at this station. Have not shipped any new corn.—Burlingame Farmers Elevator Co.

Scranton, Kan., Jan. 21.—Grain is moving slowly in this section. Very little corn is being sold as the farmers are holding for higher prices.—Frank Gilday.

Sabetha, Kan., Jan. 11.—Grain is moving slowly. Very little corn is being shipped out. Most of the wheat was sold before the decline.—Farmers Co-op. Ass'n.

Harveyville, Kan., Jan. 20.—We are shipping out a car of wheat and a car of corn to-day. Farmers in this section are selling their corn.—Harveyville Grain Co.

Emporia, Kan., Jan. 21.—Wheat has been moving freely during the past six weeks but has fallen off somewhat during the past week. Practically no corn is moving.—City Mill & Elevator Co.

Tonganoxie, Kan., Jan. 14.—Wheat is being shipped in here from western Kansas where there is a free movement. About 50% of the wheat in this vicinity is still in the farmers' hands.—Tonganoxie Mills, by J. J. Vanier.

Seneca, Kan., Jan. 13.—Grain movement is light. No disposition on the part of the farmers to sell at the present prices. What is moving, is moving because the farmers need the money. Sold two cars of wheat today which is a ten-day accumulation.—E. J. Dignan, Farmers Union Co.

Alma, Kan., Jan. 20.—About two-thirds of the wheat in this section still in the farmers' hands.—E. C. G.

Wakarusa, Kan., Jan. 21.—About one-third of the wheat is still in the farmers' hands as well as one-half of the corn.—Wakarusa Farmers Union Co-op. & Business Ass'n.

Emporia, Kan., Jan. 22.—Have been operating at one-half time since harvest began. Have had fairly good receipts for the past 6 weeks but they have fallen off during the past week on account of the weather conditions.—Soden Mill.

Eskridge, Kan., Jan. 20.—Grain is moving more freely now than it was 6 weeks ago. Farmers are thru with their husking and have more time to haul their wheat. There is a good local demand for corn in this section.—Eskridge Farmers Co-op. Ass'n.

Half Mound, Kan., Jan. 14.—Very little wheat is moving. About 70% of the wheat around here is still in the hands of the farmers. We are loading out a car of new corn tomorrow to be shipped to Kansas City, Mo.—A. L. Reichert, Half Mound Elevator.

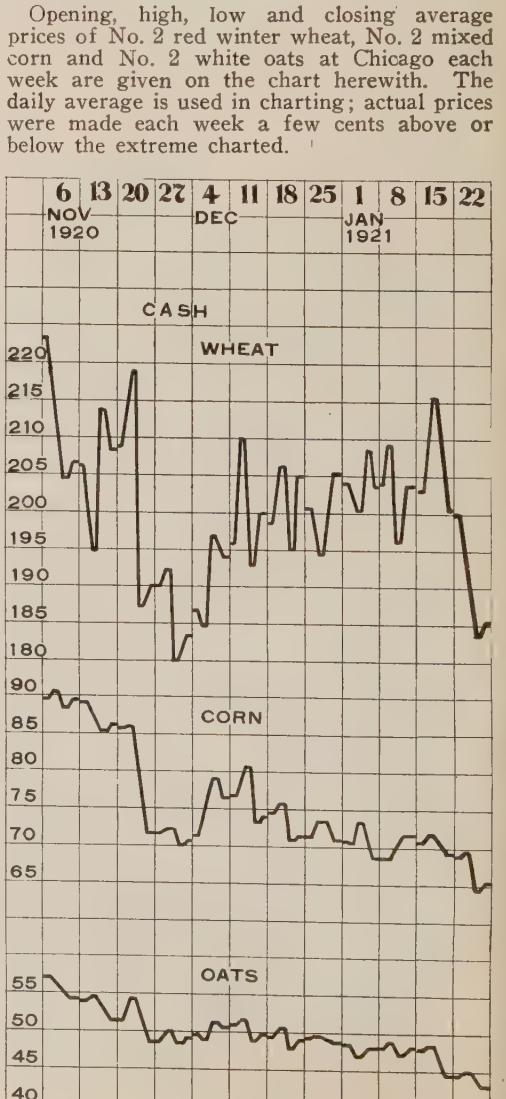
## LOUISIANA.

New Orleans, La.—Grain exports from this port during December amounted to considerably more than the exports during December, 1919. December exports in bushels follow: Wheat, 6,008,800; corn, 233,685; oats, 118,300; barley, 341,831; and rye, 60,000, compared with exports during December, 1919, of: Wheat, 1,318,923; corn, 67,100; oats, 139,850; barley, 140,000; and rye, none.

## MINNESOTA.

Winona, Minn., Jan. 19.—Grain movement very light. We have shipped in more grain to supply local demands than has been shipped out.—Northern Field Seed Co.

## Cash Wheat, Corn and Oats Fluctuations From Nov. 1 to Jan. 22.



# The GRAIN DEALERS JOURNAL.

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## MISSOURI.

Cameron, Mo.—Grain is moving very slowly in this section.—W. H. Seaton Grain Co.

Hardin, Mo., Jan. 19.—We have fine crop of corn and it is selling for from 50 to 65 cents per bus.—W. H. Trenchard.

Osage City, Mo., Jan. 21.—There is a fair movement of wheat at the present time. Corn is moving slow as the farmers are holding for better prices.—Osage City Grain & Elevator Co.

Osborn, Mo., Jan. 8.—Farmers are holding wheat and corn for higher prices. Sixty per cent of the wheat is still in the farmers' hands. There is no movement of corn.—J. F. Hughes.

Cameron, Mo., Jan. 8.—Farmers are not disposed to sell their crops at the present prices. There is little corn moving as they are cribbing all the corn for which they have room.—Cameron Roller Mills.

Hempstead, Mo., Jan. 8.—We shipped one car of wheat from here last week. Grain however is moving slowly in this part of the country. No corn has been shipped yet. Farmers are holding for higher prices.—A. Powell.

Gallatin, Mo.—Farmers are selling corn in this section in some cases on account of over-crowded bins and in some cases because they need the money. Not much wheat is moving.—W. G. Cline, mgr. Daviss County Milling Co.

## NEBRASKA.

Pawnee City, Neb., Jan. 18.—Corn and hogs moving freely.—W. S. Potts.

Daykin, Neb., Jan. 14.—Grain is moving freely considering the condition of the roads. Cars are scarcer than they were 30 days ago.—I. L. Draucker, Daykin Grain & Supply Co.

Shubert, Neb.—Corn is moving fairly well and most of this grading No. 4. Farmers are not satisfied with a price of 50 cents and will not sell below that price.—R. A. Heacock Co., by J. M. Gilmore, agt.

Waterloo, Neb.—Farmers in this locality are holding their corn for from 60 to 75 cents. Most of them are willing to sell when they can get 60 cents. Think there should be 200,000 bus. of corn come from this station, but none moving at the present prices.—Waterloo Elevator Co., per L. B. Gilbert.

Pawnee City, Neb.—Farmers are slow to let loose of their corn at 50 cents and wheat at \$1.50. Some of the corn will move before long. But few feeders around here this year while last year there were plenty of them, when about 100 cars of corn was shipped in.—O. Hansen, mgr. Pawnee Grain Co.

Charleston, Neb., Jan. 19.—Corn shucking not over yet. Farmers not selling much and can't blame them for the prices they are getting. Start up the distilleries and we might have a better market for the off-grade corn. Discharge the "booze" hound and put more money in the treasury.—M. N. Otto, Otto Bros.

## NEW MEXICO.

Levy, N. M., Jan. 10.—Winter wheat has all been shipped out.—Farmers Exchange.

## NORTH DAKOTA.

Arnegard, N. D., Jan. 17.—Grain is moving slowly.—H. G. Rosler.

Reeder, N. D., Jan. 15.—Considerable grain remains in the country.—V. Steiber.

## Daily Closing Prices.

The daily closing prices of wheat, corn and oats for May delivery at the following markets for the past two weeks have been as follows:

### MAY WHEAT.

	Jan. 11.	Jan. 12.	Jan. 13.	Jan. 14.	Jan. 15.	Jan. 17.	Jan. 18.	Jan. 19.	Jan. 20.	Jan. 21.	Jan. 22.	Jan. 24.
Chicago	168 1/2	172 1/2	170 1/2	170	166 1/2	169 1/2	167	164 1/2	160 1/2	154 1/2	157 1/2	161 1/2
Minneapolis	170 1/2	173 1/2	170 1/2	169 1/2	166	168 1/2	166 1/2	163 1/2	159	153 1/2	154 1/2	159 1/2
Duluth	174 1/2	178 1/2	175 1/2	174 1/2	170	172 1/2	170	169	164 1/2	159	159 1/2	165
St. Louis	172 1/2	175 1/2	174 1/2	172 1/2	168 1/2	171	168 1/2	166	162 1/2	157 1/2	159 1/2	163 1/2
Kansas City	164 1/2	169	166 1/2	166	162 1/2	165 1/2	163	161	156 1/2	151 1/2	153 1/2	159 1/2
Milwaukee	168 1/2	172 1/2	170 1/2	170	166 1/2	169 1/2	166 1/2	164 1/2	160 1/2	155 1/2	155 1/2	159 1/2
Winnipeg	196 1/2	200	195 1/2	195 1/2	191 1/2	192 1/2	192 1/2	191 1/2	186 1/2	181 1/2	183 1/2	186 1/2

### MAY OATS.

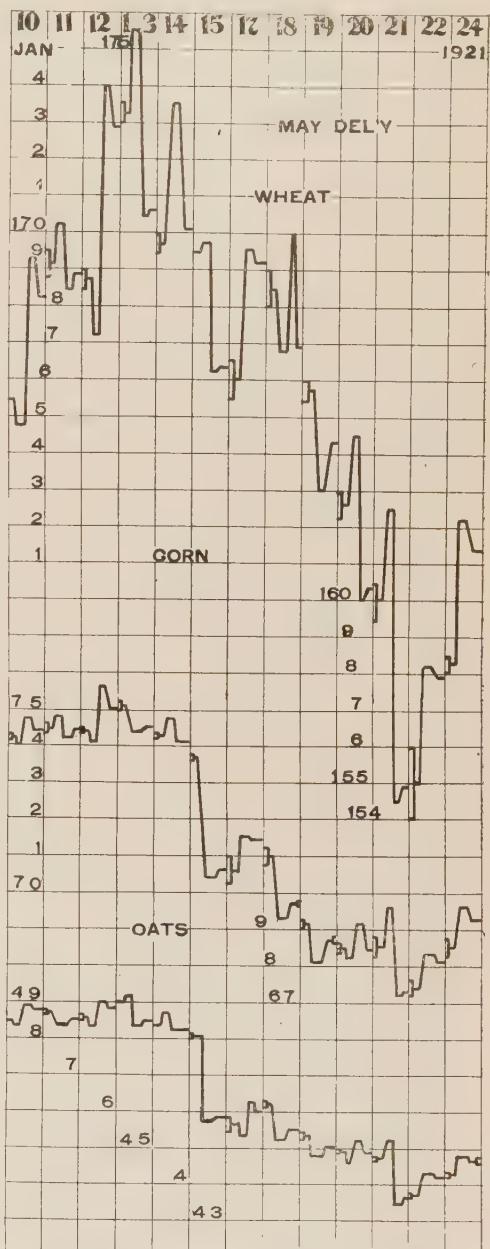
	48 1/2	48 1/2	48 1/2	48 1/2	45 1/2	46	45 1/2	45	44 1/2	43 1/2	44 1/2	44 1/2
Chicago	48 1/2	48 1/2	48 1/2	48 1/2	45 1/2	45 1/2	45 1/2	45	44 1/2	43 1/2	43 1/2	44
Kansas City	49 1/2	49 1/2	49 1/2	49	46 1/2	46 1/2	45 1/2	45 1/2	45 1/2	44	44 1/2	45 1/2
St. Louis	44 1/2	44 1/2	44	43 1/2	41	41	40 1/2	40	40	39 1/2	39 1/2	39 1/2
Minneapolis	48 1/2	48 1/2	48 1/2	48 1/2	45 1/2	46 1/2	45 1/2	44 1/2	43 1/2	44 1/2	44 1/2	44 1/2
Milwaukee	57 1/2	58	57 1/2	57 1/2	56	56	55 1/2	54 1/2	53 1/2	51 1/2	52 1/2	52 1/2

### MAY CORN.

	74 1/2	75 1/2	74 1/2	74 1/2	70 1/2	71 1/2	69 1/2	68 1/2	68 1/2	67 1/2	68 1/2	69 1/2
Chicago	67 1/2	68 1/2	68 1/2	67 1/2	64 1/2	65 1/2	63 1/2	62 1/2	62 1/2	61 1/2	62	63 1/2
Kansas City	75 1/2	76 1/2	75 1/2	75 1/2	71 1/2	72 1/2	70 1/2	69 1/2	69 1/2	68 1/2	69	69 1/2
St. Louis	74 1/2	75 1/2	74 1/2	74 1/2	70 1/2	71 1/2	69 1/2	68 1/2	68 1/2	67 1/2	68 1/2	68 1/2
Milwaukee	74 1/2	75 1/2	74 1/2	74 1/2	70 1/2	71 1/2	69 1/2	68 1/2	68 1/2	67 1/2	68 1/2	68 1/2

## Chicago Futures

Opening, high, low and close on wheat, corn and oats for the May delivery at Chicago for two weeks past are given on the chart here-with.



## Our Callers

- C. L. Aygarn, Paxton, Ill.
- B. E. Hamilton, Campus, Ill.
- Edwin Harris, Mount Ayr, Ind.
- J. W. Stroup, Decatur Construction Co., Decatur, Ill.
- H. K. Holman, Jr., Bureau of Markets, Washington, D. C.
- F. M. Davis, representing the Monolith Builders, Independence, Mo.
- H. A. Reid, Denver, Colo., representing the Automatic Truck Dump Co.
- L. C. Kavanaugh, general mgr., National Brokerage Co., Memphis, Tenn.
- J. B. McGinnis, freight commissioner, Merchants Exchange, Memphis, Tenn.

# The GRAIN DEALERS JOURNAL.

## 40,000 Bu. Concrete Elevator at De Smet, S. D.

De Smet, the progressive county seat of Kingsbury County is one of the best towns on the C. & N. W. Ry., in South Dakota. This is the natural location for a modern fireproof elevator.

The accompanying illustrations set off very well a plant, every inch an elevator built for the Farmers Co-operative Assn. of De Smet, by the Younglove Construction Co. The practical simplicity of the building is apparent at first glance. Every cubic foot of concrete has a purpose to serve and every foot of space is utilized. There is not enuf wood in the whole structure to make a good bonfire, in fact, it is a A No. 1 fireproof elevator.

This is the second time that the Younglove Construction Co. has had the privilege of putting the Farmers Co-operative Assn back into business after being burned out. The old elevator was built in 1914, a good house and its loss was not at all desired. Unless wrecked by man the present elevator is built to stay.

The plant consists of the main elevator, containing 15 hopped bins, and covering a space on the ground 48 by 25 feet three inches, dump shed, 40 ft. long and 13 ft. inside width, and adjacent to this the office 23 by 30 ft. The building was laid out to be built about the old vault, the only portion of the old house left standing. This worked out very nicely.

The elevator basement is 13 by 23 ft. in the clear and 17 ft below the work floor. It consists of guaranteed waterproof reinforced concrete pit. No artificial light is neded here in the day time. The basement is reached by a steel ladder at either end of the work floor or by the Union Iron Works manlift, which runs from basement to distributor floor. The basement contains the three steel boots of the three 2000 bushel steel legs, made up of 9x5 "V" cups, their three serving hoppers, and the combined clean grain and screenings hopper hung from the work floor to serve the cleaner. The clean grain can be elevated by any leg thru the operation of a turnhead. A double system of spouting makes it possible to ship out or transfer grain from any of the deep bins thru legs at either end of the basement. This arrangement expedites the handling of grain from every bin.

Grain is received from wagons and trucks over a 26 ft ten ton Howe dump scale and dumped by means of a Globe Combination dump. The air compressor for the dump and the three horse power motor for driving it are placed in the basement of the office where they are always kept clean and dry. An automatic switch controls the compressor, and keeps the pressure constant in the air tank. The grain is received into either of two concrete hopped pits thru a Strong Scott adjustable all steel dump grate, and admitted to boot from pit by a gate operated from working floor. Access to each pit is thru a trap door, a steel ladder being provided.

On the spacious work floor, 14 ft wide and 14 ft. high, is installed a dual No. 60 cleaner, direct driven by a 7½ H. P. motor. The main walls of the building extend 70' above the foundation slab.

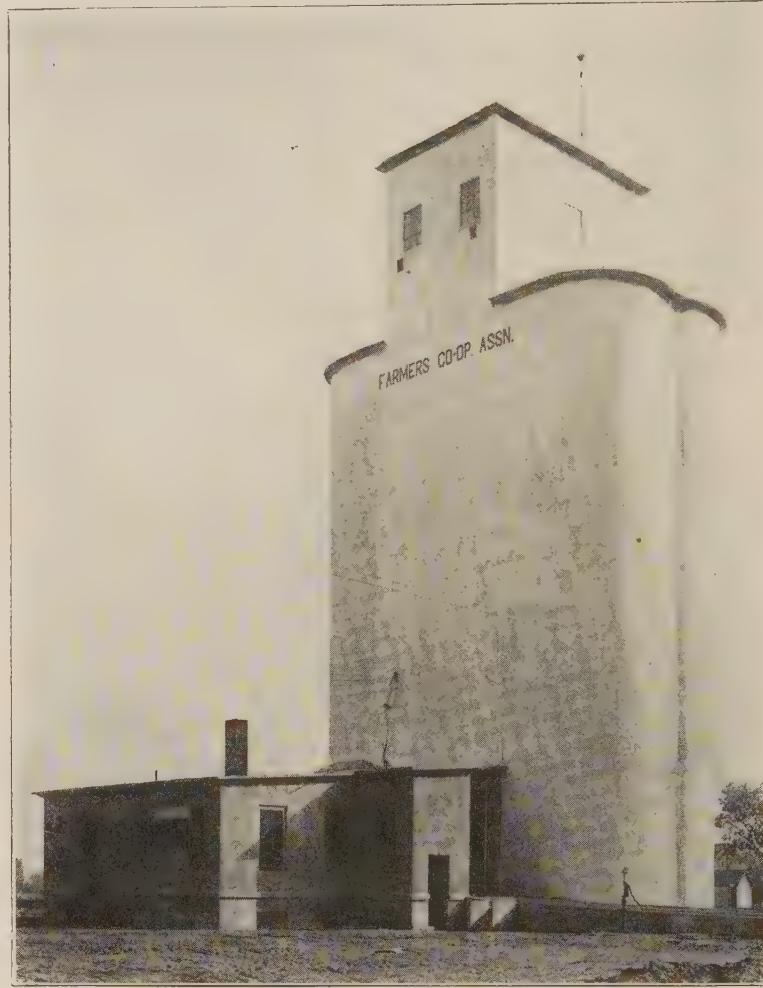
The cupola is 18x24 ft., six inches high and the full length of the building. In the top story of the cupola are installed the three ten horse power motors for driving the legs. All motors are Fairbanks, Morse make. Link Belt silent chains help greatly in making a compact installation. A Union Iron Works, 36x8 Suction Fan for each leg reduces the dust in the cupola to a minimum. The great advantage of the Gerber triple distributor is plainly apparent in this building. The spouting is made easy and accurate, and much economy of building space is possible with it. Grain is delivered thru it to fifteen bins, and the automatic scale with one set of spouts from three legs. The 2250 bu. Richardson automatic scale is installed on the floor of the spout story and delivers grain

to the car thru an 8" Gerber direct loading spout.

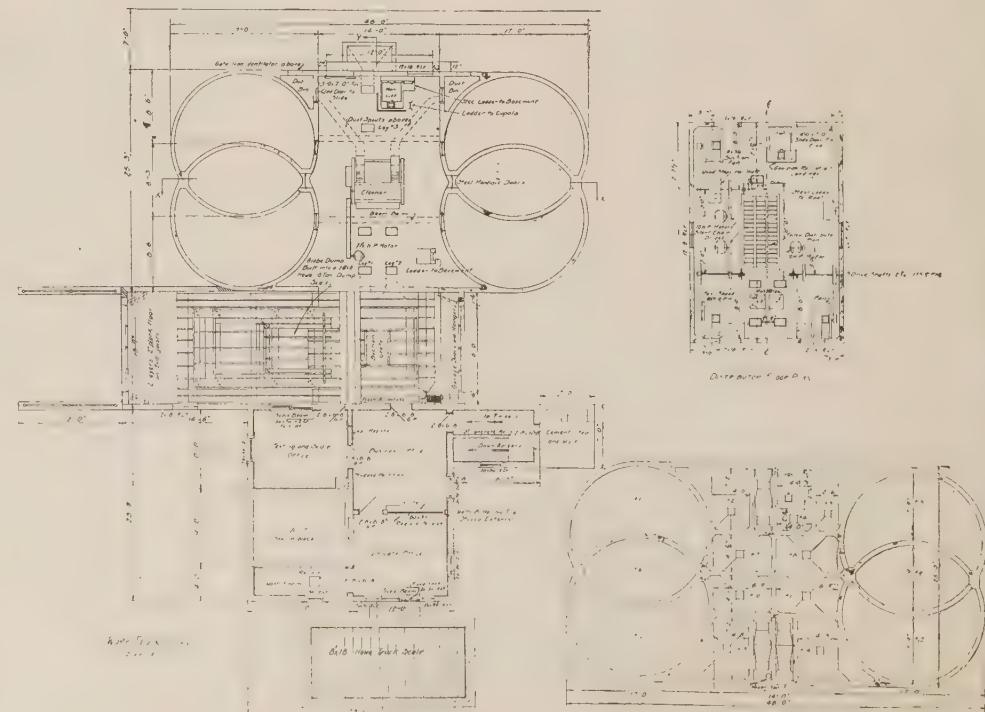
The elevator was designed for a capacity of 35,000 bus., but with a little scooping it will easily hold 40,000 bu.

The office is modern and very handsome, but even so, was not built for show, but for

the work room of a very busy manager. This is entirely fireproof, as is the rest of the building. North of the vault is a testing and sample room about 4x12 ft. South of the vault is the dump scale office about 10x12 ft., west of this is the customer's office, about 12x14 ft. North of the vault is a small wash



35,000-bu. Elevator at De Smet, S. D.



Plans of Work Floor, Distributor Floor and Bins of Concrete Elevator at De Smet, S. D.

room, and west of the vault and opening into it is the private office, about 12x12 ft. This is where the brains of the institution are housed. Mr. E. N. Morgan is manager of the Farmers' Co-operative Assn., by title. His daughter, who occupies this private office is manager by deed. In this room also is the beam of the 9x18' Howe ten ton truck scale for handling the large coal business of the Company.

The office has a full basement, containing the furnace, coal room and air compressing equipment. And last, but very important, the bright and cheery directors' den, a room about 14x16 ft., provided with roll top desk and large table. From the basement a door leads to the space under the dump scale. Here there is plenty of head room and lots of light. Scales are important enuf to be well housed. A skylight directly over the dump scale window serves its purpose well.

Concrete material from a local pit was used for the work. Very good time was made in the construction work. Grain was taken in less than ninety days after the work was started. The walls were poured with wooden sliding forms. The untouched photographs show for themselves the smooth jointless monolithic walls that result. Real monolithic walls are said to be built with sliding forms—six and seven inches of solid stone from slab to roof. There is no chance for leaks or wear in such a wall.

When the Ass'n's plant burned the owners desired to replace it with the best money could buy that would fill its needs. The elevator is lighted everywhere with electric lights, a powerful light on the top of the flag pole is a great assistance when it is necessary to work late hours. All electric wires are enclosed in conduit buried in the concrete, no wires are visible.

Mr. E. E. Belzer is President of the Com-

pany. Mr. Ed. Morgan has been the efficient manager for several years. The machinery not before mentioned for this plant was furnished by Strong Scott Mfg. Co. The Younglove Construction Co., are the designers and builders.

OWING to business conditions the mid-winter meeting of the Michigan Hay & Grain Ass'n has been canceled.

WHEAT EXPORTS continue heavy. It shows the business reported sometime ago was not exaggerated. Foreigners are still buying, but no telling how long they will keep it up. Everything depends upon their wants and Argentine offerings. They might drop out any moment and the market would feel it, unless, of course the domestic demand improved. There are signs of the latter right now. Flour business is picking up a little. Statistics on wheat are "bullish," but one can't always bank on statistics, especially this year with the flour carry-over no doubt bigger than expected, and the Canadian imports wheat and flour rather heavy. The market is just as apt to decline, in our opinion, as to advance.—J. F. Zahm & Co.

### Government Scale.

It is high time for the country dealers to start a campaign against the government scale, between grades. We should get back to the old scale of discounts before the new crop year, and if all dealers when writing their commission men will protest against the government scale, we will succeed in having same discontinued by July 1st, 1921. There was really no good reason for the government adopting this scale, as it was solely in the interest of the terminal elevators.—Secy. E. J. Smiley, Topeka, Kan.

### Australia's Wheat Pools.

During the war the wheat crop of Australia was controlled by government pools in the various provinces. In each province was established a fixed guaranty for wheat. The producer was guaranteed this amount, paid advances and the wheat was taken over by the government.

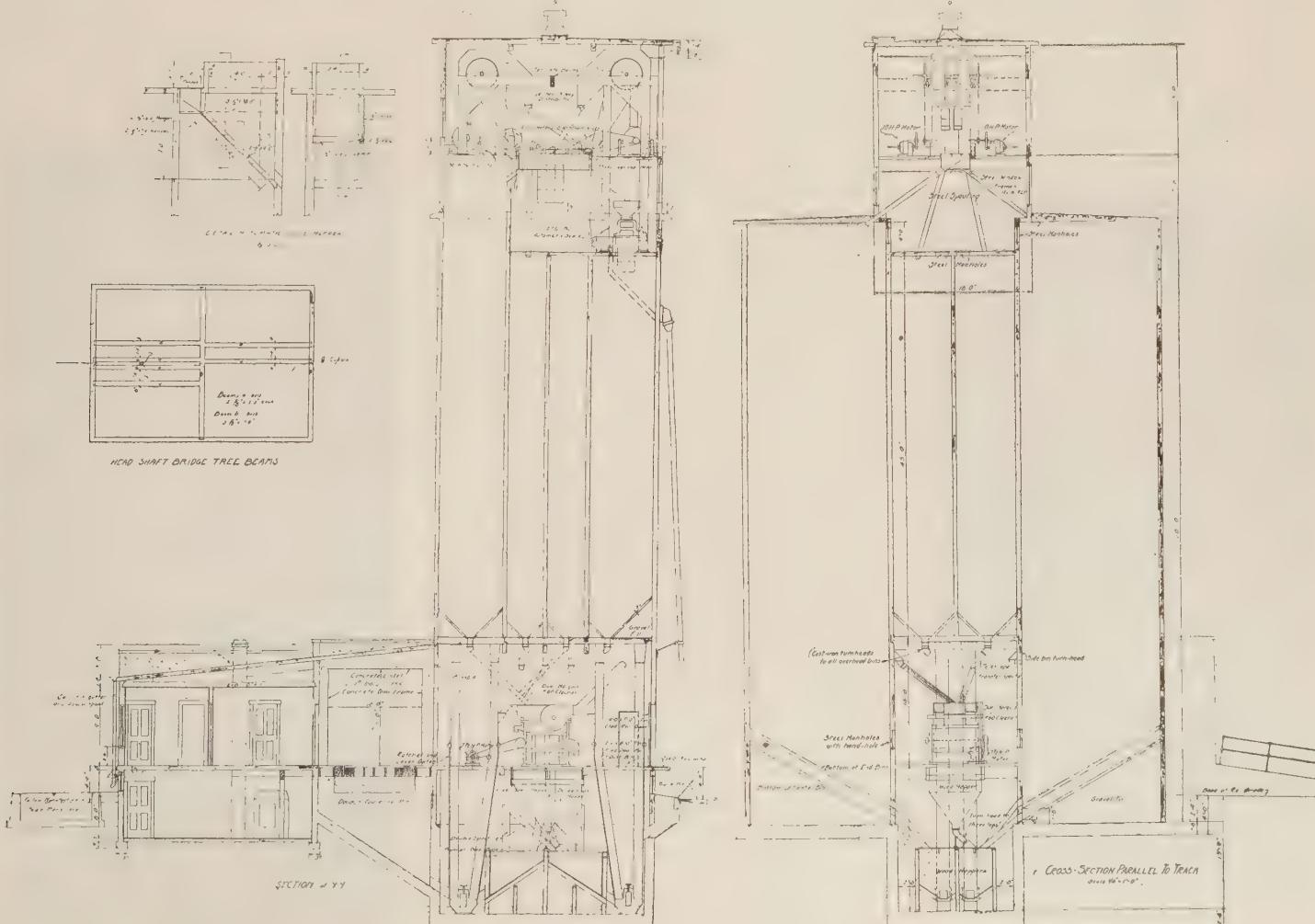
The guaranty varied slightly in the various provinces. In the province of Victoria farmers in 1919 were guaranteed approximately 95 cents per bushel while in 1920 the guarantee was increased to \$1.20.

Since the pools were started in the 1915-16 season they have received over 470,000,000 bushels of wheat. Of this amount 60,000,000 bus. still remain in the warehouses of the British Imperial Wheat Board or in the wheat pool warehouses.

During the period which the government held this wheat it suffered considerable damage by becoming infected with weevil as well as being eaten by rats and mice. Installation of cleaning machinery in the various warehouses in 1919 enabled the wheat to be thoroly cleaned and kept free from weevil. England has been a large purchaser of Australian wheat and Australia expects that much of the present surplus will be absorbed by that country.

Considerable dissatisfaction has been expressed over the federal handling of grain in Australia. The growers are bitter in many cases because when the Canadian producer was receiving \$2.62 and the New Zealand grower \$2.36 for their wheat at a time when the wheat pool paid the Australian producer only \$1.72 per bushel.

ARGENTINE'S wheat surtax placed on export wheat has been removed according to a cable report received by the Dominion Department of Trade & Commerce.



Cross Sections of Concrete Elevator at De Smet, S. D.

# The Farmers' Strike

## Not Many Farmers Holding.

Beans Creek, Tenn.—The farmers strike does not exist here. All grain being offered is taken by us. It is moving normally and not many are holding.—J. C. Brudin.

## Holding 25% of the Wheat.

Burrton, Kans., Jan. 3.—The farmers' strike is a reality in this section. Most of the wheat was marketed before the farmers organized, at least 75% of it, so there is but 25% wheat held by farmers. They are holding practically all of the corn. While we are in a position to accept all grain, we receive very little. A few farmers would accept \$2.25 per bu. basis Kansas City, but the majority are holding for \$2.50 per bu. wheat basis Kansas City.—D. T. Davis, agt. Halstead Milling & Elvtr. Co.

## Will Not Hold Much Longer.

Beardsley, Minn.—The strike is on and farmers are sticking to it pretty hard, but don't think it will last much longer with most of them. We have taken all grains that have been offered so far. I would say there is 25,000 bu. wheat, 40,000 bu. barley, 25,000 bu. oats and 30,000 bu. corn still to be marketed. I think \$2.00 would move wheat, 75c barley, 45c oats and 60c per bu. corn. Most will accept the above prices but, of course, there are a few who will not.—C. A. Dittes, Dittes Bros.

## Opposed to Artificial Prices for Farm Produce.

Gardner, N. Dak., Jan. 1.—The farmers' strike is a reality with those who held their grain. Some were satisfied with \$2.30 to \$2.50 per bu. and sold their wheat. We are in position to take in all kinds of grain, and the roads have been good. The amount of grain in farmers' hands is hard to estimate; it may be anywhere from 30 to 60%. As to the price, the holders want, it will be about 50 cts. to a dollar more than the price they get, whatever that price happens to be. It appears that they have got the lawmakers at Washington trying to create an artificial price for the farmers' produce. How about the salaried man? We have been struggling along with the high cost of living for years, hoping that in time things would get back to normal, or near it. When it looks like better times ahead, why the lawmakers are trying to create artificial prices for the necessity of life. It does not appeal to us, in fact we feel like taking a club to them. We have been suffering in silence, but there is a limit.—Andrew Bradsteen.



Victor Dewein of the Dewein-Hamman Co., Decatur, Ill.

## Holding Back the Usual Amount.

Tuttle, Okla., Jan. 1.—About the usual amount of grain is being held. Usually the wealthy farmers hold for spring prices, both wheat and corn, which should be marketed in twelve months instead of three. About 8% of wheat and 65% of corn remains on farms. We have bot 64,000 bus. corn and 35,000 bus. wheat this season with three elevators in our town. The holders of wheat want \$2.00 to \$2.50 per bu. and want to see prospects for another crop before selling corn. We are in a position to handle grain and are running 10 to 12 hours per day.—W. W. Clark, mgr. Farmers Exch. Elvtr.

## Striking for \$3.00 per Bushel.

Lithium, Mo., Jan. 4.—The farmers are on a strike here. It is no propaganda. They are going to cut production 50% and are holding all their wheat at present. They will sell for \$3.00 per bu. I praise them for holding out for their rights and they will do it by making grain scarce and high. It is time for the farmer to protect himself and no other way is known than that above. All past legislation is against him. Another year like 1920 will bankrupt 75% of the wheat and corn farmers and 90% of the stock men. It is to be hoped they will make food so scarce and high that financiers and big business men will notice it when they are at the mill and meat shop.—A. J. Graff.

## Mostly Low Grade Wheat.

Milan, Minn., Jan. 6.—The so-called farmers strike has been in existence here for some time and still remains to be a reality. Whatever the other conditions are, I know it to be a fact that better prices would move the grain more quickly than anything else. We have mostly low grade wheat around here and now pay about \$1.40 per bu. for it. If we could pay somewhere around \$1.75 per bu. it would come in fast. I am in a position to accept all the grain being offered. There is about 65% of the wheat still in farmers' hands, practically no corn has been marketed and oats still has 50% to be marketed. Rye and barley have been pretty well marketed.—O. G. Moen, mgr. Columbia Elvtr. Co.

## No Demand for Grain.

Rupert, Ida., Dec. 31.—There is no evidence of a strike on the part of the farmers here. Some are holding back wheat because they anticipate a more favorable market, but it is in no sense a co-operative movement. We are not buying all the wheat offered, altho little is being offered. Most of the wheat in this section has been put on the market. The only thing retarding the marketing of grain here is the lack of demand on the part of buyers and the additional factor of very low prices on all kinds of grain. This section produces only a small amount of oats and barley and at the present time we have nothing but local outlet.—Rupert Seed & Milling Co., by F. N. Victor.

## Shut Elevator in September.

McGuffey, O., Jan. 1.—So far as this section is concerned the "farmers' strike" is not in evidence. We shut down our plant in September and have not bought any grain since. We were much more interested in other lines. The uncertain condition of the market at the time and also because of the car situation we did not want much grain on hand on a falling market. Hence the shutdown. We may reopen this plant about February if corn gets in a condition to shell properly, otherwise will not open until corn does get in condition. We have room to take on more grain, but so far as wheat, oats and rye are concerned there is very little to be had in this section. There is some inquiry as to when we are going to begin buying again and no doubt we could get quite a lot of corn, but under present conditions do not want it. Personally would be glad to see the markets advance so as to unload what grain we have on hand. It looks to us as tho the grain market has been depressed more than conditions warrant, but no "farmers' strike" will change the condition much, if any, and for any group of farmers to try to raise prices by such methods will not get them any results that they can notice.—W. C. McGuffey.



Thurman E. Hamman of the Dewein-Hamman Co., Decatur, Ill.

## Holding Grain Long as Possible.

Penfield, Ill., Jan. 1.—There is no strike among farmers as far as organization is concerned, but each farmer is holding his grain as long as possible. Farmers are going to lose thousands of dollars on this crop so they cannot be blamed for trying to get as much as possible. It would take about 80c per bu. on corn for them to break even. We believe that 60c per bu. to the farmer would move quite an amount of corn, altho most of them want from 75c to \$1.00 per bu. About 50% of oats crop and about 80% of corn is still in hands of farmers.—Penfield Grain & Coal Co.



D. M. Cash of the Dewein-Hamman Co., Decatur, Ill.

# Indiana Grain Dealers Hold Splendid Meeting

The annual meeting of the Indiana Grain Dealers Ass'n was called to order in the Palm Room of the Claypool Hotel, at 2 p. m., Jan. 20, by Pres. H. W. Reimann of Shelbyville.

Pres. Reimann read his annual address, which follows:

## President's Address.

It is indeed a pleasure to serve at the head of an organization whose members are willing at all times to do their bit, whether it be for the good of the association or any other worthy enterprise.

The past year has indeed been one of ups and downs for the grain trade and for business in general. During the first six months prices advanced or were at least stationary, while during the last half of the year it has been one continuous procession of downward prices and especially so the last three months. Profits that were available during the first half of the year were quickly brushed aside during the latter half and in almost every instance the loss was greater than the gain.

It is not my desire to remind you of the many unpleasant business transactions you have participated in during the past year, but I wish to suggest that whatever your losses and unsatisfactory experiences may have been, forget them one and all (except for the many lessons they may have taught, which will be beneficial in the future) and remember the successes and pleasant experiences. Face the future with a determination to make your business a success, not only financially, but through rendering a desirable service to your many customers.

Personally I feel that the word Service from now on is going to be one of the greatest words in the English language, especially as it pertains to business.

During the past years business has come to all of us. Now we have to go after business and only as we give service will we be able to grasp business. The salesman, who in the past has done a wonderful business, will fall by the wayside, unless he is on the job every minute of the day dispensing service at all times. The opportunity is before us and we can and will put the grain trade on a higher basis than the high one which it has already attained.

We must and should be optimistic and fight the pessimist at all times. Business will come back, and we can assist it by being optimistic, but we can also everlastingly drive it to the lower depths, by spreading all about us the continuous fear of the future. Let us all take our losses and start all over with renewed vigor.

During the past year, first, the railroads were turned back to their rightful owners and the service rendered has speedily improved and we are encouraged to believe that it will continue to improve. The present rates are high and thought by many to be too high. If this be true, it is only a matter of time until an adjustment will be made. For service rendered, they are very cheap compared with what we have recently experienced.

Second: Our grain business has been handed back to us by the government. All restrictions were lifted and we are now permitted to operate as previously. As much as some of us may have resented the restrictions under which we were obliged to operate, I am satisfied that the experience was beneficial to us all. More of us now take into consideration the cost of handling all kinds of grain and our business as a whole is being run on a more systematic basis.

Right here, I wish to call your attention to the resolution passed at the mid-summer meeting, which authorized your board if they deemed it advisable to select a firm to audit the books of the members of the association who desired an audit. This has been done and you will later be addressed by a member of the firm selected. I cannot too earnestly urge that you avail yourselves of this service. The cost is very small as compared with the results obtained.

Not enough of us are taking advantage of the services offered through the Weights and Measures Department of our State. This service of testing our scales has been an indispensable asset of the grain man and has many times kept down the gossip which arises through the comparison of the out-in-the-weather scale with the up-to-date kept-in-the-dry scale. We should stand behind this department and in every way possible assist Mr. Miller, the commissioner of this department, and his associates in getting everything necessary to the accomplishment of their duties. This department should be very highly commended for its splendid and efficient services.

Our membership at present stands at about

four hundred. This is far too small. Our Booster drive was fairly successful, but did not result in the increase that your officers had hoped for. Every Indiana grain dealer should be a member and I urge you to assist in getting your neighbors into our association. We expect to put on another drive and hope to get in every grain dealer now outside of our organization.

"If you will work and think and smile,  
In Nineteen-Twenty-One  
The clouds and storms will drift away  
As the mists before the sun."

Pres. Reimann then appointed the following committees:

**Resolutions:** E. K. Sowash, Middletown; Charles Patten, Morristown, and Charles S. Clark, Chicago, Ill.

**Auditing:** Frank Witt, Indianapolis; Chester Urmston, Indianapolis, and F. P. McComas, Indianapolis.

**Nominating:** Charles A. Ashbaugh, Frankfort; H. H. Deam, Bluffton; John T. Higgins, La Fayette; John S. Hazelrigg, Cambridge City, and E. E. Elliott, Muncie.

Secy. Riley then read his annual report, which follows:

## Secretary's Report.

Another year has come and gone, and many are glad to forget 1920 as a business year and start with determination to make this year one that will at least, in part, restore the lost capital sustained in 1920.

The Ass'n, like individuals, has had its share of trouble in the matter of keeping in financial standing, as almost all items of expense have increased greatly, some doubled and others increased 25 to 35%.

**Membership:** We started a year ago to increase our membership and a number of our members entered into the contest and secured a few members. Bert A. Boyd was the successful worker for new members and will enjoy the President's prize offered to the man who secured the greatest number of new members. If all our members would do a little work in bringing in new members, we would soon have one of the strongest Associations in numbers as we are now in association spirit and loyalty to the fraternity.

**Arbitration:** which is one of the best features of the Ass'n, has been indulged in more during this year than former years. We have had three cases in which the Arbitration Committee was unanimous in decision and two out of the three have settled by paying the award strictly on time. One has so far declined to pay the award and the matter is before the Board of Managers to discipline or expel the refractory members who have so far declined to make the payment which was due Dec. 31st.

Section 13, of the Arbitration Rules, reads "Neglect or refusal to submit a case in controversy to the committee on arbitration, or to comply with the award of the committee, shall be deemed unbusinesslike conduct and the penalty therefor may be a fine, suspension or expulsion, as the Board of Managers may direct."

It would seem that men who wish to do right would find above rule a good one and as the Association can go no further toward a settlement of a controversy, the rule most nearly fitting the case would be employed.

**Claim Department:** We have not had so many claims to file during the past year as formerly, possibly because our members have had better cars in which to ship and because wheat, which gives rise to the greater losses in transit, has not been shipped in the same quantity this year as formerly. We would like especially to request our members to avail themselves of our Claims Department, many do not file their claims themselves and when filed by others they may be too busy to follow them up. We have been very well treated by a number of the carriers in the matter of handling and paying claims, but this is not the case with all by any means.

**Legislation:** Our committee on legislation, composed of P. E. Goodrich, James W. Sale and Elmer Hutchinson, have been in consultation with the legislative committee of the Indiana Federation of Farmers' Ass'n's on a proposed Pure Seed Bill, which is to be introduced at the session of the General Assembly; other measures will be introduced in which we are now or will be greatly interested and while talking about legislation and the committee's work, I might say that this committee should be financed independent of

the general funds of the Ass'n, as the funds are not sufficient to take care of all such outside work. A little from a great many makes a heap for the few.

**Farm Bureaus:** The interests of the farmer and the grain dealer are mutual in most things and this Ass'n has during its entire history zealously labored with the agricultural interests of the state to promote the cause of agriculture. We have spent hundreds of dollars in an effort to get better grading, better transportation service and rates and in many other ways made that cause the cause of this Ass'n.

We are to have with us a direct representative of the Farmers' Federation, in fact its new Secretary, Senator Maurice Douglass, who is to address us and I am sure our members will find him imbued with a spirit of fairness and capable of doing big things for his people and ready to co-operate with us, and we are sure our people will be ready to join hands with his organization for the accomplishment of mutual, friendly and profitable relations.

**Local Meetings:** We had quite a number of local meetings during the summer and fall, but the attendance was limited and we have not been encouraged lately by the effort in that direction. Many of our people have failed to make much money this year and some do not see a very bright future before them, hence lax on attendance at the local meetings. It is our personal desire to have as many meetings as possible if the members desire them, so all you have to do is to ask us to make calls for such meetings as you think will be profitable.

Following his report, Mr. Riley said Indiana has 200 grain dealers still eligible for membership in the State Ass'n., and asked all members to get busy.

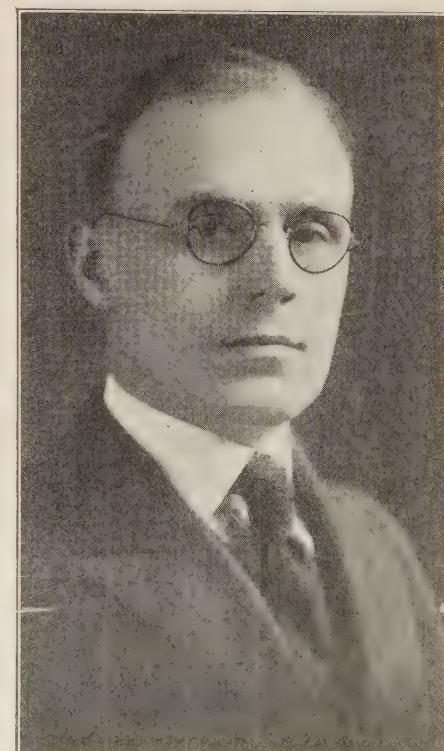
Bert A. Boyd, Indianapolis, took the prize for bringing in the greatest number of new members during the past year.

The necessity of members abiding strictly to the rules of the ass'n in arbitration cases was fully explained by the Sec'y. He said that one member of the Ass'n consented to arbitration and then refused to accept the decision of the arbitration board.

Bert A. Boyd, treas., in presenting his report said, his figures agreed with the figures read by Sec'y Riley. The report was approved and seconded when Pres. Reimann said he had gone over the figures and found that they agreed. [Laughter.]

C. A. Rouse, Genl. Agt. of the Erie Railroad read a paper on Business Conditions, in which he said:

European Nations owe the United States for money advanced to carry on the war approximately \$10,000,000,000. This debt is a burden



H. W. Reimann, Shelbyville, Ind.  
Re-elected President.

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and a source of anxiety because they do not know how soon a demand may be made for payment or partial payment of the debt. The United States could without financial loss relieve this feeling of anxiety on the part of the nations who owe us money for war purposes and materially assist in restoring the purchasing power of their money, by converting their money debts to us into long time notes. On these notes give them plenty of time with the privilege of an extension of time if necessary and at a low rate of interest.

This idea is not original. I got it from a grain dealer, and I am passing it on to you. Indeed I believe that the Congress of the United States is now negotiating such an arrangement with England, and I believe that business and commercial organizations, including Boards of Trade and grain dealers associations should formally endorse and approve acts of Congress which relate to the converting of war debts into long time notes, with France, Belgium and Italy, as well as with England.

We are all dependent upon one another, and by helping others we help ourselves. We help ourselves by helping to strengthen the European markets. Every man here should go to his home town with the conviction that conditions might be much worse, confident of the financial strength and ability of his country, confident that conditions here will improve.

General Business Conditions and the Grain Dealer was the subject of an encouraging address delivered by Senator Maurice Douglas, sec'y of the Indiana Federation of Farmers Ass'n. His address follows in part:

I am glad to be with the grain dealers today because in my work the men I have consulted most have been the grain dealers.

We feel the farmer and the grain dealer should be closer together, for the farmer strives to produce, while the grain dealer strives to find a market for these products.

The ability of the grain dealer to find the market largely decides the fate of the farmer.

To get these two interests to pull together we should have clear thinking, representative men of both classes in frequent conference. There is unity in organization and in organization there is education.

I doubt if anyone knows anything about these market conditions. It was not long since that shippers actually made money when they could not get cars. The whole economic situation is behind this market condition.

I believe the grain dealer of a community should establish the fact that the world is going on. Farmers' ass'ns as a whole are putting out a little optimism.

If wheat production is cut see what it means to the grain dealer. The grain dealer to combat this should give a little more encouragement to the farmer. I think everything will move with the people's minds.

There are radicals who would wipe the grain dealer off the map. I advise investigation to learn Why. Everyone wants a square deal. If you can show that you are giving a square deal you will not have much trouble with the farmer. This will help straighten out your community.

P. E. Goodrich, Winchester, Ind.: I move that we express our appreciation of this splendid talk. Also we ask that the Farmers' Ass'n call on us at any time.

H. H. Deam, Bluffton: In seconding this motion, will say that the grain dealers feel it necessary that they have the co-operation of the farmers. In the future we hope to have some one from Mr. Douglass' organization mingle with us in our Ass'n meetings.

The motion carried unanimously.

M. Duffy, Fowler: There shud be some agitation as to what the farmer should do. One man asked that we extend credit to Europe. I don't want to feed Europe. I don't want to see my neighbors do so either. What we want is a market. We are not told about the sheep for which no market can be found. Then we get a bill to render assistance and Wilson, for whom I voted twice vetoed it. What the farmer needs is immediate help.

Pres. Reimann then threw the meeting open for the discussion of

## ARE SIDE LINES PROFITABLE?

P. E. Goodrich: Grain dealers depend for considerable of their profit on side lines. I believe if grain dealers analize their profits on coal and other side lines they will find that not much is made on coal. In 1916-17-18 we made \$1 per ton on coal. We shud make a practice of being careful in booking and make a little more on coal and feed. Few grain dealers are making 50 cents a bbl. on flour. We should equip our elevators for side

lines. An elevator without a feed house and a place to handle flour is a back number.

Pres. Reimann: To give service the elevator man must get into the side line business. For illustration, the farmer will get service if he can take back coal and feed when he brings in a load of grain. The grain trade is realizing this more and more. The customers too will save time and money.

P. E. Goodrich: Lumber is not a side line but a real business. I consider side lines feed, flour, seed and coal.

F. P. McComas, Indianapolis: To the question Are side lines profitable? I would answer, yes, sometimes. Most of us have lost on our side lines in the past six months, feed being the most prominent. I would like to read you the following verse:

### The Optimistic View

Some days 'r dark, when men are weary  
An' all things seem so dull and dreary,  
When the weather is soft an' the corn is wet,  
It sure does make a brave man sweat.  
But tomorrow'll be cold now, what will you bet  
Then what's the use to fuss an' fret.  
The market is down, the lowest yet,  
But it's goin' to be higher, up there in the pit.  
The movement is light an' a slow demand,  
But it's goin' to get better, we understand.  
A load of corn, for a ton of coal,  
Why, it's 'nough to try man's soul.  
Men 'r walkin' up an' down the town,  
To find a job, 'at seldom found,  
Money is tight an' hard to git,  
Jist watch 'er stick, when she hits the mit,  
But what's the use to fuss an' stew,  
Just take the optimistic view.  
The elevator man, is one of this brand,  
The bitter an' sweet, go hand in hand,  
When left to the elevator man.

G. W. Rohm, Rockville: Side lines, do they pay? If they did not carry side lines, some elevators would be out of business. What side lines to be carried should be determined by the service already available. I don't think much of having a man enter a business which I am best situated to do. It would be ungrateful if I sold as a side line a product sold already by another. A side line may be all right one place and poor at another place. We have added agricultural implements as a side line. We have no record of our coal operations. Each man is better able for himself to determine what side lines to carry.

H. H. Deam: I never knew the time when the elevator man did not handle side lines. We always handle coal, lime, plaster and cement. We would hardly know how to make ends meet without side lines. Coal made us money this year. Now that the farmers have their automobiles he takes his coal back only when he comes in with horses. Maybe he needs cement to build a hog pen. I recommend that anyone not carrying lumber should not try it. We tried carrying lumber, but have abandoned the practice.

M. Duffy: I handle side lines. I couldn't get coal and could not depend on coal as a side line. I condemn the coal robbers for the way they have treated us and the public. The Ass'n should pass a resolution on this subject.

E. Hutchinson, Arlington: We handle flour as a side line and have found it very satisfactory. I have confined myself to one or two brands of Indiana flour. We can be loyal to our own state and confine ourselves to home mills.

U. Seeger, Marshfield: I am in a part of the state where no side lines are carried. We find that firms carrying side lines pay more for grain and probably are making money on their side lines and not their grain.

Mr. Deam: I wish to emphasize the point brot up that care should be taken in selecting a side line. A dealer should use his head and look around.

A Shipper: We got 10 cents a bushel for grinding feed.

Mr. Deam: We get 7½ cents per bu.

Another Shipper: We only get 7 cents.

E. M. Wassmuth, Huntington: Our town is unfortunate in having too many grain buyers. This cannot be charged to too many

side lines. We only handle a limited amount of grain and must handle side lines.

Mr. Davis: I'd like to know whether side lines other than coal are profitable. Actually how much profit is made on coal? What is made on the other lines?

P. E. Goodrich: We average 30 cents a bbl. on flour. We handle no building material. Feed is fairly profitable and allows about \$2 per ton profit. We have grinders in all but one elevator. Grain dealers must render a service. If cement or coal is needed, handle it. Grain dealers troubles result largely from not keeping up to date. We have ground thousands of bushels of grain for 5 cents per bag, not bushel. Our returns were not in money.

Mr. Reimann: We bought feed in and sold it off the car. We did not put it in our elevator, but encouraged cash buying from the car.

A flour salesman called on me recently and tried to sell me some flour. He said his price was \$10.60 per bbl. I answered that I was selling flour at \$10.50. "You must have hit it right," was the suggestion of the salesman.

I answered, "I did—at \$13.75 per bbl."

Chas. Sharp, McGrawsville: We have been handling oyster shells by the carload. We also handle flour, feed and tankage. Tankage bought at \$115 per ton must now be sold at what we can get. We have all been hit by something.

A receiver: Mr. Sharp also is in the grocery business, sells gasoline, runs a garage, a lumber yard and a coal yard (laughter).

Mr. Davis: Can he segregate his lines enough to tell where he makes a profit?

Secy. Riley: Hardly any two dealers have the same profits on feed. Let each dealer send me his profit margin on feed and I will get it into a bulletin and send it back to every member.

## TRADE RULES.

Fred Watkins, Cleveland, O., vice-pres. of the G. D. N. A., then spoke on trade rules. During his questioning of the dealers it was shown that only about six dealers had read the trade rules.

Secy. Riley: The trade rules are published in full in our Indiana list.

Pres. Reimann: Many troubles arise from an ignorance of trade rules. About 90% of the cases brot before arbitration com'ites are the result of loopholes in contracts. If every dealer would pay particular attention to his contract he would eliminate 90% of his troubles.

Representatives of the markets were then called upon to state conditions at their respective markets.

## TERMINAL MARKETS

Mr. Purcell, Buffalo: Buffalo draws considerably from Indiana. We think Buffalo is the logical market for Indiana and are able to take care of all offerings.

C. S. Custer, Cincinnati: If any one has anything to say about our market let us hear it.

Mr. Hutchinson: What is the matter with Cincinnati's car record reports?

Mr. Wolf: I understand reports are only sent out when cars are found leaking. I have always found Cincinnati weights O. K.

Mr. Custer: Our inspectors are instructed to note and record any indication of leakage. It often happens a car leaks and is repaired in transit.

Pres. Reimann: It is very important for the shipper to be placed in a position to collect claims from carriers. Markets cannot be too careful in testing cars.

F. E. Watkins, Cleveland: Most of the corn is testing 5 and 6. There is some 3 and 4, but it is in the minority. Bin burned oats have been poured in on us in a flood. In buying bin burned oats get a double discount for they are a drug on the market.

P. H. Schiffelin, Chicago: We are handling

lots of cash grain wonderfully fast thru the aid of our weighing department.

The meeting adjourned to 10 a. m. Friday.

## Friday Morning Session.

The Friday morning session was called to order shortly after 10 a. m. by Pres. Reimann.

Regarding the trading in grain for future delivery Fred Vawter of Indianapolis read the following:

### Future Trading.

I have been requested to read a paper by L. E. Moses, President of The South Western Millers' League; but before reading same, I want you gentlemen to understand my position on Grain Futures.

The last few months we have had erratic markets, times when the hedge has not worked with the cash grain. On some of these occasions, when my hedges have not worked out to my satisfaction, I have made some remarks about how the markets are manipulated, and some of my friends on the exchange floor have the idea that I am utterly opposed to a hedging market.

A hedging market is all right, under certain conditions and works very satisfactory for the large grain or elevator firm; and is a just proposition as long as the amount of actual grain and options are equal. The same is true of the smaller dealer; but the trouble with him is that he gets scared out of his trade too soon, by a call for margins or by the widening of the spread between the Cash and the Future, which would probably come out all right if he waited till delivery day.

Under the present rules, we all know that the markets at times are easily controlled by large concentrated interests.

Many parties who are entirely satisfied with present conditions, claim this lets the law of supply and demand rule, while in my opinion the actual condition of the grain pit where millions of bushels are handled each day, create the conditions that make or demoralize the cash grain. Or we might say that instead of the option helping the cash market, the real grain is second fiddle to the whole plan.

I feel that the seller of the grain option has the advantage over the buyer, and something should be done to equalize this condition.

If the seller of grain on the last few days of a closing option month, kept on selling, and the large interests do, he will invariably break the market with a good profit and without any intention of delivering the actual grain. If something should happen to upset his plans, he can pay a penalty or settling price which is a small loss compared to what he makes when he breaks the market, and never deliver the actual grain at all.

On the other hand if the buyer refuses to take a loss and takes delivery of the grain there is no certainty when he will get the grain loaded out and what does he get when he gets it. Our firm took December delivery on three cars corn last year one grading two or contract one car three and the other car five by Indianapolis Inspection. To test this inspection we consigned the cars to Baltimore and the cars graded the same as at Indianapolis.

All have heard something about the last September deal. At that time we were short rye and rather than take a loss we decided to rush some rye to Chicago to fill our sale and were fortunate to get the last car in and inspected on the last day of the contract selling for 2.09, which made up our loss on the short sale. The next day rye sold for twenty cents less per bushel. I don't believe we could have many changes like this without the present system.

I have read in one of the market opinions lately that, "On account of the large hedging load on corn for May and July delivery the market would probably work lower." Now is it not a fact that the so-called load works indirectly on the price of the daily receipts of grain or we might say every car hedged some of which would not be shipped for months is an actual burden on daily receipts of grain? Without this hedge the price would be made by the supply and demand at each terminal market each day and not be unduly depressed or inflated by a future short or large crop entirely.

When I think over the many uncertainties we have had for some time I feel we are fooling ourselves and that supply and demand of the actual grain would in time be a better plan, and that we could handle our business easier with less trouble and worry and run our own business instead of the business and ourselves be run by outside influences.

Mr. Vawter also read a message from L. E. Moses of the S-W Millers League on "Future Trading."

William Simons of Chicago said, That last paper sounds like the kick of a man who wandered into the market and lost.

Future trading is the outgrowth, the natural product of many men's minds.

In the marketing of grain the farmer takes what he gets and pays what he is charged. The producer has rights, the consumer has rights and the middleman has rights. Each has a service to perform.

The grain dealer thinks of this, has an interest in the producer and is glad to see him prosper.

Not all farmers are anxious to see the grain man make a profit.

The consumer too has a right. He has been charged exorbitant prices of late years. The blame has been placed on the middleman and the producer.

Future trading in grain began in Chicago when navigation was tied up in the winter. The grain was held until navigation opened and sold for delivery in May which was the time lake navigation reopened. That future trading developed a method of stabilizing credit.

Most dealers handle grain on borrowed capital. If dealers had enough money to handle the grain without borrowing they would have so much they would not need to be in the grain business.

Bankers feel that foods are the best securities we have, even better than government bonds.

The open market with future delivery makes it possible for the farmer to learn the price of grain two, three and four months ahead. The consumer too wants to know the cost of the raw materials which constitute his flour and oat meal. All this is made possible by future trading.

The man using the market is not a speculator. He needs the speculator. The speculator carries the risk and he needs encouragement. We have speculators and there always will be speculators. If we have speculation the buyers' and sellers' rights must be protected.

Our system is not perfect. It has flaws. Everyone in the system wants to know ways to make it better. We want to see men who will buy grain to sell for higher prices. Say 600 cars of grain come into a market. What will happen if some one does not carry this grain over?

Among speculators we have scalpers. They perform a function because they produce a steady market. They form sort of a balance wheel and trades are settled each night. As they perform a function they deserve all they get.

We have unrest on the part of the producer. We seem to have more corn than is needed. This may be a blessing instead of a burden in six months. Other countries may have a crop failure. It is not likely that we will have the third good corn crop.

Would not it be fine to have a speculator carry this corn over? It would give the farmer a market so he could meet his debts.

THE BEST PLACE to carry grain is on the farm where there is no hauling charges, no shelling charges and no other expenses.

We do not need new terminal elevators. We have enough elevators now.

Bennett Taylor, Lafayette: Farmers are trying to think up a system of some kind to replace the Boards of Trade. The farmers need to be educated along this line. They are asking questions about the grain exchanges and boards of trade. I find they feel better after finding out.

Just yesterday one suggested the establishment of a line of terminal elevators in which farmers could store their grain until it could be marketed. I told him it would be better to keep the grain on the farm for in certain weather corn must be turned at least once a day while in the elevators.

In our locality some farmers use the Boards of Trade to hedge against loss. Certain feeders also use the Chicago market to protect their interests.

The dealers kept Mr. Simons busy answering questions for nearly an hour.

N. Busenbark, Crawfordsville: We bot 5000 July corn and thought we would get No. 3. It was musty on arrival. Could we refuse car?

Mr. Simons: Buyer has 48 hours to have recourse of inspection. The public elevator operator is not responsible.

Mr. Busenbark: If car was loaded No. 3 it would hardly become musty in transit.

Mr. Simons: Corn might have been loaded in a fertilizer car.

Pres. Reimann: Would buyer have recourse by ordering Federal Inspection?

Elmer Hutchinson, Arlington: The standard grade at Chicago is No. 2. The grain trade has gone to considerable expense to make these inspections uniform. Federal grain inspectors do not inspect every car but inspect on request. If man wants a car out of Chicago he can ask for Federal Inspection. When the elevator man knows the car will have federal inspection he will not be so loose and will load carefully. Federal Inspection cannot be condemned for the inspection at a market.

Mr. Simons: Eastern buyers at Chicago customarily ask for federal inspection.

Mr. Vawter: If I get Federal Inspection at Chicago on No. 2 corn must I take this grain regardless of what it grades at another market?

Mr. Rhodes, Inspector Indianapolis District: An appeal can be made within 48 hours.

Pres. Reimann: This might be a case of poor sampling and not the grading. I know of 5 cars that graded No. 2 white and at their destination at a southern market graded No. 5 on account of presence of cracked corn.

P. E. Goodrich: The subject under discussion is "Future Trading." Let's stick to the subject.

J. S. Hazelrigg, Cambridge City: Say I buy 5000 July corn. I call for delivery and they say they "haven't it." What is the rule in this case?

Mr. Simons: It is never a case that corn is not delivered. There is very little danger of non-delivery.

Mr. Hazelrigg: Several years ago I bought 5000 bus. of future corn, asked for delivery and never got it.

Mr. Simons: Possibly such a condition existed during the world war when orders were issued by the Food Administration. Court has ruled that under this war measure the commission man was not liable.

Mr. Busenbark: How can I hedge when cash is 20 cents over option, when I can't get cars and when I am buying on a cash basis?

Mr. Simons: Why buy corn at 20 cents above option? Why pay 20 cents over the market?

Mr. Busenbark: I mean wheat.

Mr. Simons: This can be done with wheat.

Pres. Reimann called for order and had Sec'y Riley introduce the next speaker, H. A. Kurrie, pres. of Monon R. R., who spoke on "Railroads, Their Present Condition and Future Prospects."

**MR. KURRIE:** What can you do to help the carriers?

The present condition of the railways is bad. We emerged from federal control in fairly bad physical condition.

When it came to ties and rails we had to make sacrifices in this country to win the war. The 1918 rail program was practically nothing. In 1919 a business slump forced a reduction in working force. The result was rail and tie work was behind and equipment was in bad shape because the usual replacements were not made.

In the 2 year 3 month period ending Mar. 1, 1920, car purchases amounted to 100,000 cars compared with an annual replacement before that time of 100,000 cars.

During the year we have been putting equipment in order for we feel you will need them.

As to the Transportation Act railroads are not guaranteed 6% as many people believe but are allowed rates to give us 6% returns under economical operation. If we earn but 4% that's all we get. If we earn more than 6% one-half must go to the government. There is no guarantee.

# The GRAIN DEALERS JOURNAL.

Railways have no trouble with labor or men but only desire full eight hours work for eight hours pay. We are not getting it now under the operation of the U. S. Railway Board.

Now we must pay for unrequired service or pay for more service than we require. Recently I had to approve a voucher of \$7,800 for shop men for which we never got an hour of service. Sooner or later the public must pay it.

It happened because the Adjustment Board at Washington said the contract entered into by the Railroad Administration required it.

The \$7,800 represents pay for two days when the men were not on duty. We told them they would not work but we had to pay. I believe the public should awaken to these contracts.

We want to pay the men enough so they may live properly and take care of their families properly, but we want a day's work for a day's pay.

Under these contracts we must pay engine and repairman for 18 hours work when he works but eight if for any reason we change him from the job he starts before it is finished. And under these contracts the men are entitled to it.

A large part of the revenue of the Monon comes from the movement of grain. You shippers are footing the bill. You are paying that \$7,800. Why not explain to your representatives that railways should get an honest day's work for an honest day's pay.

As to the co-operation of the grain men, Monon officials say there is nothing more grain shippers on the Monon can do to help. I find always a splendid spirit of co-operation among grain men. Everywhere we find the healthy spirit of co-operation.

The Monon looks for a big movement. Total movement on our rails is now steadily increasing and we look for nothing but the greatest possibilities for the future.

Shippers can help also by asking their representatives to allow partial payments of the money due the railways from the government.

Mr. Hutchinson: I move that we thank Mr. Kurrie for his splendid and interesting address.

P. E. Goodrich: I second that motion.

The dealers expressed their appreciation by rising and by continued applause.

Ben E. Clement, Waco, Tex., pres. of the Grain Dealers National Ass'n, delivered an interesting address which appears on page 127.

Governor Warren T. McCray, former grain dealer, visited the meeting and in his few words of encouragement said he thought the worst was over. He hoped to see in the future more government in business and less business in government. In conclusion he said that he hoped to see more constructive legislation which would be of benefit to all interests.

"Auditing the Books of Members" was the subject of an interesting address delivered by A. H. Lindon, Indianapolis, Ind., official auditor of the Indiana Grain Dealers Ass'n.

The following resolutions presented by the Resolutions Com'ite were read by Chairman Sowash and adopted:

## Resolutions.

### SYMPATHY AND CONDOLENCE.

WHEREAS, our highly esteemed friend and brother, Frank M. Pence, of Pence, Ind., who has long been a loyal member of this Ass'n, has passed on leaving a loving wife and son, be it

RESOLVED, that we extend our sympathy and condolence to the family of the deceased.

### DISCRETION IN SELECTING SIDELINES.

WHEREAS, many country grain dealers in their efforts to serve their communities have taken on side lines already carried by others and started fights which have been very expensive and of long duration, be it

RESOLVED, that we recommend that members always study carefully not only the needs of their communities, but also the interests of established merchants before branching out into new lines of business.

### GRAIN EXCHANGE LEGISLATION.

WHEREAS, the Grain Exchanges and Boards of Trade of this country are being falsely charged with unduly depressing the market values of grain, and many different laws regulating and prohibiting these Exchanges are being proposed to Congress by persons entirely ignorant of our grain marketing methods and the true functions of our Grain Exchanges, and

WHEREAS, these well regulated public trading places throughout their seventy years of slow development have always sought to supply the world with dependable information regarding the needs and the erons of the world, and have striven to establish the sanctity of contracts to the end that the influence of all buying and selling on the Exchange shall be accurately reflected in the market price, and

WHEREAS, the present machinery for establishing the market values of grain makes possible the expeditious marketing of grain at any time and on a narrower margin than any other commodity is marketed, be it

RESOLVED, by the Indiana Grain Dealers Ass'n in convention assembled at Indianapolis, this 21st day of January, 1921, that we believe the grain exchanges afford the most economical, the most efficient and the most equitable method of marketing grain yet devised, and we would consider it an economical blunder of grave import to the entire world for Congress to attempt to regulate or abolish the grain exchanges, without first making a careful study of our well established grain marketing machinery and devising some efficient substitute.

### RECOMMEND ASS'N'S CLAIM DEPT.

WHEREAS, the Association maintains an effective department for the collection of freight claims and only a small number of our members patronize same, and

WHEREAS, it is well known that the carriers are at most times pleased to negotiate settlements through such a department, and

WHEREAS, many of our members are following the old custom of letting their market correspondent, commission man, broker or buyer, file their claims and such parties not making a special feature of such business are glad to have the claims handled by our Department; therefore be it

RESOLVED, that we recommend to all who can consistently place their claims with the Claims Department of the Association to do so, believing that in the end they will save money, avoid delay and much annoyance.

### ENDORSE EMERGENCY TARIFF BILL.

WHEREAS, the Emergency Tariff Bill now pending before Congress provides for much needed protection to our grain growers and manufacturers of grain products, be it

RESOLVED, that we urge the Indiana representatives in Congress to support the bill and use their earnest efforts to secure its enactment into law.

### REDUCTION OF FREIGHT RATES.

WHEREAS, the prevailing prices for grain leaves little reward to the farmer for his arduous labor in producing the food of the nation, be it

RESOLVED, by the Indiana Grain Dealers Ass'n in convention assembled at Indianapolis, this 21st day of January, 1921, that we appeal to the Interstate Commerce Commission to readjust the freight rates on grain downward.

### CONTRAST RELATIONS BETWEEN RAILWAYS AND LABOR.

WHEREAS, the railways of the country are incumbered with unfair contracts which compel them to pay wages to many employees that are not earned, be it

RESOLVED, that we appeal to the Federal Railroad Labor Board in the hearings now being held to adjust the contract relations between the railways and their labor so as to insure a full day's work for a day's pay, and to avoid the employment of labor in excess of the actual requirements of the work in hand.

### PARTIAL PAYMENT OF RAILWAY GUARANTEE.

RESOLVED, that we ask the representatives of Indiana in Congress to support legislation which will allow the partial payment by the U. S. Government to the railways on account of monies due them under the six months' guarantee.

The nominating com'ite then made its report and the following officers were elected for the ensuing year: Pres., H. W. Reimann, Shelbyville, and vice pres., John H. Morrow, Wabash. P. E. Goodrich and G. G. Davis were selected for three year terms on the Board of Directors. The meeting adjourned *sine die*.

### Convention Notes.

J. A. Manger came from Baltimore, Md. Pencils were distributed by the Kennedy Car Liners.

Total registration numbered 206. Some failed to register.

Smokers of Bert Boyd's cigars were sorely in need of shock absorbers.

Bert Boyd entertained a number of shippers at Keith's and in his private office.

Identification badges were furnished by the Grain Dealers Natl Mutual Fire Insurance Co. of Indianapolis.

"Indiana dealers do not want to sell their elevators," is the declaration of Elmer N. Smith, who came from Frankfort, Ind. Mr. Smith represents John A. Rice, an elevator broker.

"Are side lines profitable," was the subject of an interesting round table discussion which lasted nearly an hour.

"Bubbling over with live, interesting open discussion," is the way one grain man expressed his opinion of the meeting.

The Indianapolis hotels were full of guests, four conventions in town, and their room clerks were full of greed and courtesy.

Registration of dealers was in charge of C. B. Sinex, Harry Keiner, and Miss Margaret Helman, all of the Grain Dealers' Fire Insurance Co.

The convention room, while somewhat inaccessible, was quiet and in harmony with President Clement's expressed political convictions—still.

The Buffalo market was represented by M. Purcell of the Armour Grain Co.; E. E. & I. W. McConnell of the McConnell Grain Corp.; and S. E. Provoost.

Feed grinding charges of Indiana dealers were shown during the discussions to vary all the way from 5 cents per sack to 10 cents per bushel. Evidently some one working for nothing.

Chicago receivers present were: H. R. Sawyer, representing J. H. Dole & Co.; William Simons of the Sawers Grain Co.; William Tucker, representing Lamson Bros. & Co.; and Philip H. Schiffelin of Philip H. Schiffelin & Co.

Supply men in attendance included, G. L. Burrell, Chicago, Ill., of the Burrell Engineering & Construction Co.; P. G. Hunker, Jr., Shelbyville, Ind., sec'y Kennedy Car Liner & Bag Co., and J. B. Van Voorst, Indianapolis, representing the Reliance Construction Co.

A carnation inserted thru a card on which was printed the words "When you think of Indianapolis, think of Witt," was furnished to everyone present by Frank H. Witt. The distribution was in charge of two charming young ladies, the Misses Shepherd and Hayes.

The following Ohio receivers were present: Ralph H. Brown, Cincinnati; W. W. Cummings of J. F. Zahm & Co., Toledo; C. S. Custer, representing the Cleveland Grain & Milling Co. at Cincinnati; J. L. Doering, Toledo, representing Southworth & Co.; Jno. H. Dorsel, Cincinnati; A. C. Gale, Cincinnati; D. E. Horn, Greenville, representing the E. A. Grubbs Grain Co.; John Luscombe, Toledo, representing Southworth & Co.; W. F. Morgan, Columbus, representing John T. Fahey & Co.; and F. E. Watkins, Cleveland, representing the Cleveland Grain & Milling Co.

**Indiana shippers present included:** R. Alexander, Lafayette; Geo. L. Arnold, Bluffton; W. W. Ashby, Ladaga; C. A. Ashbaugh, Frankfort; O. L. Barr, Bicknell; S. Birk, Decatur; A. C. Brock, Franklin; D. L. Brookie, Monon; N. Busenbark, Crawfordsville; H. H. Deam, Bluffton; H. A. Dillon, Red Key; M. Duffy, Morocco; E. E. Elliott, Muncie; F. R. Freeman, Crawfordsville; J. G. Fox, Manilla.

Adam Egly, Geneva; H. E. Garrison, Van Buren; P. E. Goodrich, Winchester; J. S. Hazelrigg, Cambridge City; Edw. Hook, Kokomo; D. E. Horn, Greenville; Fred L. Hunt, New Richmond; E. Hutchison, Arlington; W. F. Mathews, Centerville; P. W. Millikan, Messick; G. T. Morrow, Francisciville; J. H. Morrow, Wabash; Wm. Nading, Shelbyville; C. S. Patten, Morristown; C. O. Powell, Lebanon; E. N. Phillips, Morristown.

H. W. Reimann, Shelbyville; E. Reveal, Rossville; G. W. Rohm, Rockville; F. W. Rushaupt, New Palestine; Ura Seeger, Marshfield; G. S. Selders, Shelbyville; F. S. Sellars, Fairland; Chas. Sharp, McGrawsville; E. K. Sowash, Middletown; D. P. Simison, Romney; Dan Steiner, Huntertown; O. S. Stewart, Waveland; A. L. Stubbs, Thorntown.

Bennett Taylor, Lafayette; J. H. Thompson, Kokomo; J. W. Waltz, New Palestine; C. J. Warneke, Greensburg; F. L. Wasmuth, Huntington; C. L. Watson, Red Key; J. G. Williams, Daleville; C. O. Wise, Connorsville; H. C. Woltcott, Rolling Prairie; H. G. Wolf, Morristown; P. J. Wolfram, Brownsburg.

**EXPORT TAX** on Argentine grain purchased by Germany must in the future be paid by the sellers is the decision of the German Importing Commission.

## Seeds

CATES, IND.—Young clover is in fair condition.—S. J. Mettee.

PUEBLO, COLO.—The buildings of the Weisel Seed Co. were damaged to the amount of \$8,000 by fire.

ARGENTINA'S flaxseed crop this year will total 1,000,000 tons, according to Commercial Attaché Feeley.

MINNESOTA's annual seed show is to be held in the Ryan Hotel, St. Paul, Minn., on Feb. 23, 24 and 25.

SACRAMENTO, CALIF.—The William A. Reed Seed Co. has bought the plant of the Valley Seed Co. of this city.

THE ANNUAL provincial Seed Fair of Saskatchewan was held at Saskatoon, Sask., on Jan. 11, 12 and 13.—B.

SALT LAKE CITY, UTAH—The Holt Seed Co., is closing out its stocks and no new business is being accepted.

MANHATTAN, N. Y.—The recently organized firm of Dietz & Trivett will conduct a seed business in this city.

DOOTHAN, ALA.—In connection with my grain business I intend to specialize in velvet beans for seed purposes.—J. J. Daring.

LEVY, N. M., Jan. 10.—We have seven car-loads of beans ready for shipment as soon as prices get better.—Farmers Exchange.

BALTIMORE, Md.—The Thayer Thomas Co. has been incorporated for \$100,000 by Fred Thayer, J. A. Wade Thomas and H. Eschdū.

CANADIAN FLAXSEED in elevators thruout Canada on the first of the year amounted to 72,755,220 bus.—Canadian Buro of Information.

TO ENCOURAGE better pastures and to insure better feed for their stock the Central of Georgia R. R. is distributing free clover seed to the farmers located along its lines.

OF THE CLOVER seed imported into the United States during November, 36% came from France, 41% from Canada, 20% from Italy and the remainder from other countries.

FAILURE to accept and pay for 60 tons of dried peas resulted in a jury awarding damages of \$2,503 to S. D. Woodruff & Sons, Orange, Conn., from J. G. Feldstein of Pittsburgh, Pa.

CORN averaging 128.8 bus. per acre on a five acre tract won the Indiana production prize for William H. Baker of Lyons, Ind., at the exhibit recently held by the Purdue University.

### Imports and Exports of Seeds.

November imports and exports of seeds compared with November, 1919, and for the eleven months ending November were reported by the Buro of Foreign and Domestic Commerce as follows:

#### IMPORTS.

	November 1920	1919	11 mos. ending Nov. 1920	1919
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Beans and lentils, bus.	70,731	382,560	2,056,000	4,647,500
Castor beans, bus.	18,663	240,052	1,171,143	1,113,012
Flaxseed, bus...1,406,098	2,142,253	22,970,470	12,567,950	
Red clover, lbs..	12,550	911,700	12,692,711	5,532,087
Other clovers, lbs.	262,801	1,780,849	12,403,476	15,776,302
Other grass seeds, lbs.	679,345	2,273,143	20,260,000	12,666,800
Peas, bus.....	21,366	113,268	1,797,873	2,049,899
Sugar beet seeds, lbs.	2,008,333	1,836,204	20,004,800	7,863,172

#### EXPORTS.

Beans, bus.....	140,995	43,691	1,712,000	3,667,080
Flaxseed, bus....	21	4,920	15,217	13,765
Clover seed, lbs..	457,052	689,395	3,695,202	6,861,378
Timothy, lbs...1,414,041	1,228,873	11,422,726	10,956,422	
Other grass seeds, lbs.	475,527	517,594	3,369,842	3,695,522

WHITE LAKE, S. D.—A car loaded with flaxseed, standing alongside the Farmers Co-operative Elevator awaiting shipment was destroyed when fire burned down the elevator on Jan. 13.

DOUGLAS, Wyo.—The Grain & Storage Co. contemplates handling a complete line of field seeds this year. The company, which is increasing its storage capacity, is in charge of Gene L. Payne.

ATCHISON, KAN.—The Mangelsdorf Seed Co., which is now entering its 46th year of business, recently increased its capital stock to \$750,000, fully paid. Company officials say they are already planning for a 50th anniversary celebration.

TOLEDO, O.—Timothy has been seeking better cash demand. Stocks in the show windows are still large. Europe is buying in a retail way because of the exchange situation and her crippled finances. September timothy has started its long journey.—C. A. King & Co.

FT. WILLIAM, ONT.—Flaxseed receipts at this market during December, amounting to 735,238 bus. were almost four times the receipts during December, 1919 of 191,157 bus. December shipments amounted to 365,649 bus., compared with shipments during December, 1919 of 127,636 bus.

NORTHWESTERN seedsmen held a conference last week with the Western Trunk Line Ass'n at Chicago to get reduced rates on timothy seed from the Northwest. It is desired that the rate from Minneapolis, to Chicago, Peoria and Eastern points, be reduced from 42½ to 17 cents.

YAKIMA, WASH.—The buildings and stock of the Morgan-McCrae Seed Co., were almost totally destroyed by a fire which started when a workman broke an electric light bulb while repairing a leaky gasoline pipe on one of the company's automobiles. Loss is estimated at \$25,000.

SHELBY, N. C.—The recently incorporated Hickory Seed Store began business the first of the year. The new company which will handle field and garden seeds of all kinds, has the following officers: Pres., John B. Gibbs, Shelby, N. C.; vice-pres., C. J. Yelton, Lawndale, N. C.; and C. C. Warlick, secy.-treas.

CHICAGO, ILL.—The com'ite on flaxseed and other inspections for the Board of Trade for 1921 is composed of F. S. Lewis, chairman; Wm. E. Hudson and Ed. A. Doern. The Arbitration Com'ite of Grass and Field Seeds comprises J. J. Fones, chairman; Ed. A. Doern, Wm. Nash, F. E. Winans, A. L. Somers, F. M. Hunter and R. Williams.

FREE SEEDS this year will cost the taxpayers \$360,000, or \$120,000 more than the cost of the service last year, if the amendment to the agricultural bill, introduced in the house on Jan. 24 by Rep. Langley of Kentucky becomes a law. This is the first time in years that the annual agricultural appropriation bill provided no funds for free seeds. Rep. Blanton, in opposing the amendment, condemned the seed distribution as a graft.

TOLEDO, O.—Clover seed continues on a downward trend. Offerings increase on the bulges. Fair demand on the scale down. Receipts increasing. Receipts this week nearly 2,000 bags, 251 of which graded prime. Shipments about 1,900. Understand there is quite a little foreign seed on the way, with more being offered at attractive prices. Reports from clover producing states indicate that there is a large amount of clover still in farmers' hands. The seed has been held in hopes that better prices would prevail after the Holidays. Some realize that it must be merchandised within the next two months, and will undoubtedly be willing to dispose of most of their seed between now and that time. Most of the dealers anticipate big demand in Feb-

ruary and March. Will it be up to expectations? New York reports imports 400 bags.—Southworth & Co.

OTTAWA, QUE., Jan. 17.—The total Canadian flaxseed crop was 7,997,700 bus. from 1,428,164 acres; compared with 5,472,800 bus., from 1,093,115 acres in 1919, and with 6,367,000 bus. from 840,375 acres, the five year average. The yield per acre in 1920 is 5.6 bus., against 5 bus. in 1919 and 7½ bus., the five year average.—Canadian Buro of Information.

BANKRUPTCY will be ended and the Missouri Seed Co., of Kansas City, Mo., will resume business if the federal court approves of an offer made by a Kansas City bank. The bank which is a creditor agrees to pay \$16,500 cash to the trustee, besides waivers of all claims by the company and its pres., Thomas Tobin. In return for this payment the bank is to receive a waiver of all claims against the company and its pres., the entire stock and seed handling machinery and the equities in real estate held by the bankrupt concern.

THE EFFECT of an electrical treatment of the seed on the yield of wheat, oats and barley has been tested by E. J. Russell, of London, Eng. In the London Journal of Agriculture he says: The means of bringing the current to the seed was to place the seed in a solution capable of conducting a current of electricity. In the experiments described both sodium chloride and calcium chloride solutions were used. Seed treated was placed in a 5% solution of sodium chloride (common salt) and a current of electricity of eight watts per gallon was passed thru it. Seeds were then removed from the solution and dried at a temperature of 100 degrees. Wheat, oats and barley treated in this manner failed to produce consistent increased yields and Mr. Russell says that the process was of doubtful value.

EVANSVILLE, IND.—Altho the Mercantile-Commercial bank of this city holds the trusteeship of W. H. Small & Co. the Vanderburg county superior court has jurisdiction in litigation involving the trusteeship, ruled Judge Robert J. Tracewell of the superior court. The case is a suit of the Farmers' Trust Co. to foreclose a lien for about \$5,000 on warehouse receipts held against the Small Co. "If, as the defendant's attorneys claim, the Evansville Elevator & Storage Co. was mere fiction, and the Small Co. was the same concern and used the same warehouse, it looks as if this giving of the receipts amounted to a fraud and a bad one," said Judge Tracewell in passing upon the matter. The Small Seed Co. several months ago filed a voluntary deed of assignment and the Mercantile-Commercial bank was named as receiver for the company. The assets of the company, which were considerably over one million dollars, exceeded the liabilities. The Mercantile-Commercial bank since then has been conducting the business of the company.—C.

TOLEDO, O.—In line with everything else red clover felt the effects of liquidation. Offerings seemed to increase as prices shrunk, and then the buying power diminished. Cash offerings from the outside increased and furnished most of the selling of futures as hedges. Buying came from country points that have no stocks, they reporting that farmers were ready to place their spring order. Toledo stocks promise some increase in the immediate future, and take it from us, scarcely a bag will be offered for sale on arrival. Reason? Hedged some time before its arrival. Large offerings past three weeks have been well absorbed, and shows we have a pretty broad and good trading market. If the spring demand comes to anywhere near expectations you'll find all the good seed here will be needed. As the demand improves and sales are made the corresponding amount of February and March, the original hedges, will be removed. This in turn will show the true trend and prices harden accordingly.—Z. F. Zahm & Co.

[Continued on page 165, second column.]

# Grain Trade News

Reports of new firms, changes, deaths, casualties and failures; new elevators, improvements, fires and accidents are welcome. Let us hear from you.

## ALABAMA

Ashdown, Ark.—W. F. Nicol and H. C. Rounton have bot the business of the Cobb Grain Co. owned by C. S. and Grover Cobb.

## CALIFORNIA

Stockton, Cal.—The new 150,000-bu. elvtr. of the Sperry Flour Mills Co. at this point has been completed. It is of reinforced concrete and has a cleaning capacity of 2,000 bus. per hour.

Chico, Cal.—The State Farm Buro Federation is forming companies to build and operate bulk elvtrs. here and at Orland and Red Bluff. Geo. A. Sawyer, of Modesta, is pres. of the Federation.

Willows, Cal.—The farmers are enthusiastic over the plan of the Federation Grain Elvtr. Co. of Oakland to build a 35,000-bu. bulk handling elvtr. here. A. H. Quatman, O. A. Raber, J. L. Fulton and others are on the executive com'ite for the raising of funds, etc.

Sacramento, Cal.—A bill making speculative trading in grain futures a felony in this state is fathered by Senator Purkitt, who explains that the measure is intended to make it a crime to sell grain unless the grain is actually on hand on a contract signed for delivery.

Dixon, Cal.—With elvtrs. already promised at this point, Williams and Zamora, officers of California Farm Bureau Elvtr. Corporation, will continue their tour of the grain districts of northern California in behalf of the movement to abolish the sack handling of grain and the institution of bulk handling thruout California. Fifty grain growers here pledged themselves to the immediate construction of a 75,000-bu. concrete elevator to cost \$40,000. J. H. Peterson was elected chairman of the com'ite which will handle the details of finance and construction.

## LOS ANGELES LETTER.

A. F. Thornton has been admitted to membership in the Grain Exchange.

The Globe Grain & Milling Co. entertained the employees of its plant here at a banquet recently.

Members of the Grain Exchange held their 2nd annual "stag" dinner Dec. 22. About 35 enjoyed the entertainment and fun.

The West Coast Grain Co. has completed its new warehouse and is now ready to handle bulk grain to be cleaned and sacked.

## SAN FRANCISCO LETTER.

The report that I have established a grain business under the name of the Pacific Grain Co. is an error.—W. A. Starr.

Asa Kennedy, one of the best known rice men at this market, died of acute indigestion Jan. 3. He was connected with the Grosjean Rice Milling Co. and will be greatly missed by his many friends and associates in the trade.

The Lilienthal-Williams Co., dealing in beans and rice, has opened offices in the Marine building. Mr. Lilienthal has been in the bean trade for years and Mr. Williams was formerly with the rice department of Leon Israel & Bros.

## CANADA

Montreal, Que.—The Judge Grain Co. has been registered.—B.

Galt, Ont.—Alex H. White has purchased the oatmeal mill recently conducted by C. Reis.—B.

Webb., Sask.—The Johnston Bros. Grain & Feed Co., Ltd., has been incorporated here for \$150,000.

Ft. William, Ont.—Davidson & Smith have bot the interests of the Canadian Feed Mfg. Co., which has decided to discontinue business. They will operate the plant under the name of the Davidson & Smith Mill. Geo. R. Rieger will be mgr.

Toronto, Ont.—T. F. Harcourt has moved into larger quarters on the 15th floor of the Royal Bank Building.

Maidstone, Ont.—The grain elvtrs. and chopping mill of Vincent McCloskey and George Grondin burned recently.—B. (The fire was caused by a hot journal, which caused flames to spread to oil and flour dust. The elvtr. contained 1,000 bus. of corn and 500 bus. of oats. The buildings were insured, but not the contents.)

Saskatoon, Sask.—The new 100,000-bu. elvtr. of the Quaker Oats Co. is divided into 40 bins, with from 1500 to 4500 bus. capacity. The ground floor of this elvtr. is 60x100 ft., which includes the track shed. The bins occupy a space of 28x100 ft. The first story walls are of brick, and the first story columns and bin and cupola walls are of reinforced concrete. The Leonard Construction Co. had the contract.

## REGINA LETTER.

The capital stock of the Horne Grain Co. Ltd. has been increased from \$300,000 to \$500,000.—B.

The Saskatchewan Elvtr. Co. Ltd. has increased its capital stock from \$250,000 to \$500,000.—B.

The Saskatchewan Government has enlisted the services of James Stewart, chairman of the Canada Wheat Board and F. W. Riddell, vice-chairman of the board and general manager of the Saskatchewan Co-operative Elvtr. Co., as advisers to it in the wheat marketing proposals.—B.

## TORONTO LETTER.

James S. Gilfillan, who retired from the grain business 14 years ago, died January 20.—B.

A. O. Hogg, pres. of Hogg & Lytle Ltd., was elected 2d vice-pres. on the Toronto Board of Trade. Other grain men elected were on the Board of Arbitration and included John Carrick, Thomas Flynn, W. L. Matthews, W. C. Omand and C. B. Watts.—B.

## WINNIPEG LETTER.

The Farmers' Mutual Grain & Elvtr. Co. Ltd., has been incorporated with a capital stock of \$250,000.—B.

The Saskatoon Grain Co., Ltd., has taken over the business of Willoughby-Sumner, Ltd. The Winnipeg office will be under the direction of J. McDowell and the Saskatoon office under the direction of J. H. Gardiner, late of the Alberta-Pacific Grain Co., Ltd.—B.

Stanley Thompson of K. B. Stoddard & Co. was presented with a case of silver from the Grain Exchange at the close of the market Jan. 18 as a token of the esteem in which he is held by his many friends on exchange. Mr. Thompson was married on the evening of the 18th to Miss Myrtle Ward.

Approximately \$1,000,000 worth of participating certificates issued by the Canada Wheat Board still are outstanding, altho they should have been presented for payment by Dec. 31. Those who have not claimed the amount coming to them on these certificates are said to be foreigners who are suspicious of signing any government documents.—B.

## COLORADO

Brush, Colo.—W. D. Shadron has succeeded E. L. Bloom as mgr. for the Brush Elvtr.

Ovid, Colo.—The Farmers Elvtr. Co. opened its elvtr. here Jan. 12. W. A. Hoffer is in charge.

Proctor, Colo.—The Proctor Lumber & Supply Co. has installed a Hall Signaling Distributor in its elvtr.

Elbert, Colo.—There was an error in the report that The Elbert Lumber Co. had bot the elvtr. of the Russell Gates Merc. Co. The Elbert Lumber Co. is a subsidiary of the Sterling Lumber Inv. Co. of Denver. I am mgr. of the Elbert Lumber Co.—W. E. Kellogg.

Otis, Colo.—J. P. Anderson, formerly with the O'Donnell Grain Co. at Denver, is now mgr. for the Otis Farmers Elvtr. & Exchange Co.

Loveland, Colo.—A new company which will have no connection with the Emmer Food Products Co. has been organized here and will operate as the Emmer Grain & Elvtrs. Co. Some of the directors of the 2 companies are identical, but it is a separate organization.

Elbert, Colo.—The new 10,000-bu. elvtr. of the T. D. Phelps Grain Co., now operated by the Elbert Grain Co., is of frame construction with wood siding, painted. The equipment includes 10-h.p. Fairbanks Engine, 10-ton Fairbanks Auto Truck Scale, Richardson Automatic Scale, Hall Distributor, rope drive and Auto Truck Dump. W. C. Bailey had the contract.

Holley, Colo.—The new 20,000-bu. elvtr. of the Scott-George Grain Co. has been completed. It is of frame construction and sided with 6 in. lap siding. The equipment includes 10-h.p. Fairbanks Engine, 10-ton Fairbanks Auto Truck Scale with steel frame, Richardson Automatic Scale, auto truck dump, rope drive and Hall Distributor. W. C. Bailey did the work.

Agate, Colo.—The new 15,000-bu. elvtr. of the Scott-George Grain Co., operating as the Agate Grain Co., is of frame construction covered with galvanized iron and is equipped with 10-ton Fairbanks Auto Truck Scale, auto truck dump, cleaner, Richardson Automatic Scale, rope drive, gasoline engine, Hall Distributor, steel spouting, and gas pipe direct spout. W. C. Bailey had the contract.

## DENVER LETTER.

J. P. Anderson has severed his connection with the O'Donnell Grain Co. here and is now mgr. for the Farmers Elvtr. & Exchange Co. at Otis.

The offices of the Warwick Grain Co. will be closed for a few weeks. W. L. Brown, mgr., is ill in Wichita, Kans., and unable to return to his duties for the present.

Herbert E. Johnson, vice-pres. and gen. mgr. of the Colorado Mill & Elvtr. Co., who has been connected with the company since 1885, announced his retirement Jan. 10. He will continue as a member of the board of directors, but after an extended vacation will devote his time to personal interests. Mr. Johnson started in the grain and milling business 30 years ago as wheat buyer for J. K. Mullen at Loveland and managed the Loveland Elvtr. from 1885 to 1890, when he was transferred to the company's elvtr. at Alamosa. He remained there 5 years and then came to this city as ass't to Mr. Mullen. He was elected vice-pres. and gen. mgr. in 1916.

## IDAHO

Hazelton, Ida.—The Farmers Grain & Milling Co. is installing a new feed mill and equipment in its elvtr.

Pocatello, Ida.—The McCaull-Dinsmore Co. has opened an office in charge of A. E. Dornbach. This office, as well as the offices at Billings and Great Falls, are under the direct supervision of G. A. Bailey, Helena, Mont.

## ILLINOIS

Peoria, Ill.—Buckley & Co. are out of business.—L.

Bentley, Ill.—John Richardson has resigned as mgr. for the Farmers Elvtr. Co.

Coatsburg, Ill.—Chas. W. Cook is now mgr. for us.—Coatsburg Grain & Livestock Co.

Metamora, Ill.—I am now located in Peoria.—J. R. Wagner. (Mr. Wagner recently sold his elvtr. here.)

Bell Station, Ill.—John C. Wigginton is now mgr. for the West Lincoln Farmers Elvtr. Co. at this point.

Griggsville, Ill.—The Farmers Elvtr. Co. is being organized to build an elvtr. on a site already selected.

Hillsdale, Ill.—The Hillsdale Co-op. Elvtr. Co. incorporated for \$40,000 by Homer A. Dailey, S. A. Wilson and others.

Henderson, Ill.—I am mgr. for R. P. Miner & Co., of Alexis, who recently bot the Neola Elvtr. here.—H. A. Schroeder.

Williamsville, Ill.—The Farmers Co-op. Grain Co. incorporated for \$40,000 by Frank Edwards, Robert Richardson and others.

Peoria, Ill.—The Smith Hamilton Grain Co. is out of business and Mr. Hamilton is mgr. for Beach Wickham here.—L.

Ashley, Ill.—D. Ohlendorf has succeeded John Hollbrook as mgr. for the Ashley Co-op. Elvtr. Co.—Frank Pawlowski, Radom.

New members of the Illinois Grain Dealers Ass'n are Shearer & Son, Steward, Ill., and Shearer & Helgen of Scarboro, Ill.

Ottawa, Ill.—The Carter Grain & Lumber Co. will install electric power in its elvtrs. at Dayton, Wedron and Sheridan Junction.

Rochelle, Ill.—The elvtr. of Howard Cooper has been thoroly overhauled and repaired. The Boggess Constr. Co. had the contract.

Seymour, Ill.—U. N. Hieronymus, formerly at Heyworth, has succeeded C. P. Bauman as our mgr.—Farmers Grain & Supply Co.

Farmer City, Ill.—We have recently installed a car puller and power shovel in our elvtr. here.—W. F. Peterson, C. F. Scholer & Co.

Bloomington, Ill.—J. L. Meara, formerly with the Armour Grain Co. at Pontiac, is now mgr. for the J. C. Shaffer Grain Co. at this market.

Lake Fork, Ill.—The Lake Fork Farmers Co-op. Elvtr. Co. has bot the elvtr. of the Mansfield Ford Grain Co. and is now operating it.—C. F. Scott, mgr.

Taft, Ill.—This station has been abolished and mail should be addressed to Standard. I am now mgr. for the Standard Co-op. Elvtr. Co.—Geo. Kettwig.

Ottawa, Ill.—The Wallace Grain & Supply Co. is now operating as the Wallace Co-op. Grain & Supply Co. R. A. Green is sec'y of the re-organized company.

Delevan, Ill.—G. H. Rummel, pres. and organizer of the Farmers Elvtr. Co. here, died Jan. 12. He was 60 years old and is survived by his wife and 5 children.

Du Bois, (same as Bois), Ill.—The mill and elvtr. of the Dale & Moulding Milling Co. burned Jan. 6 and 6,000 bus. of wheat were damaged.—Frank Pawlowski, Radom.

Bonfield, Ill.—Elmer Taylor, of Goodrich, has bot the elvtr. and business of the Bonfield Grain & Lumber Co. and is now in possession. The price paid is given as \$30,000.

Lincoln, Ill.—Geo. Eberle, who has been in charge of the Murphy-Grier Grain Co.'s office here, has resigned and will be connected with the Fowler Land Co. after Feb. 1.

Aroma Park, Ill.—The elvtr. of the Kankakee Farmers Elvtr. Co. was thoroly overhauled and put into first class condition by the Boggess Constr. Co. which had the contract.

Greenville, Ill.—I have resigned as mgr. for the Greenville Equity Union and am in business for myself, dealing in grain, feed, coal, hay, etc., under my own name.—L. A. Junod.

Beason, Ill.—We are tearing out our old driveway and building a new one which will increase our capacity and benefit our patrons with a low grade approach.—Henkle Grain Co.

Arenzville, Ill.—The new 30,000-bu. elvtr. of the Sinclair, Savage Grain Co. is of reinforced concrete construction and is operated by a gasoline engine. Geo. W. Quick & Sons had the contract.

Galesburg, Ill.—The elvtr. of the Farmer Elvtr. Co., completed by Geo. W. Quick & Sons, contractors, is of reinforced concrete and has a capacity of 50,000 bus. It is operated by electricity.

Taylorville, Ill.—The office of Twist Bros. was broken into Jan. 16. Only 8c in stamps rewarded the burglars as the office was broken into a few weeks ago and nothing of value is now left in it.

Canton, Ill.—The Canton Co-op. Grain & Supply Co. has completed its new \$16,000 warehouse and will handle feed and machinery in addition to grain. The company operates elvtrs. here and at Breeds and Civer.

Cairo, Ill.—The following officers were elected for 1921 at the annual meeting of the Board of Trade, Jan. 18: Pres., A. W. Lynch; vice-pres., Ira Hastings; sec'y, John Thistlewood; treas., L. H. Black.—W. G. Cunningham, former sec'y.

Bloomington, Ill.—As a sequel to the suicide Jan. 16 of Forrest Weaver, president of the Farmers Corn Belt Co-op. Ass'n, comes the news that the affairs of the concern are in a bad way and that the various stockholders throughout the county are as a result facing loss. Two bills for injunction and for the appointment of a receiver were filed Jan. 17 in the Circuit Court.

Pekin, Ill.—The new storage annex of the Corn Products Refining Co. consists of 8 reinforced concrete tanks, 33 ft. in diameter and 70 ft. high with a capacity of 365,000 bus. The Leonard Construction Co. had the contract.

Sicily, (Pawnee p. o.), Ill.—Burglars broke into the office of the Farmers Grain Co. recently but secured nothing of value as the company has now made it a practice to leave the safe unlocked and put valuables in places more secure.

Campus, Ill.—B. E. Hamilton has just established himself in the grain business here. He has completed a small vitrified tile block elvtr. of 6,500 bus. capacity. He operates it in his own name. The house is fireproof and is on the Wabash R. R.

Weldon, Ill.—The directors of the Weldon Grain Co. presented Wm. Susdorf, retiring mgr. of the company, with a beautiful Masonic charm as a token of their appreciation of his efforts in behalf of the company. He has returned to his home in Gibson City.

Decatur, Ill.—We have recently opened an office in the New Suffern Building and are actively engaged in doing a general grain brokerage business. We will continue to operate our country elvtrs., but will not operate a house here.—F. M. Robertson, F. M. Robertson Grain Co.

Girard, Ill.—Jess Garst is now mgr. for the Girard Grain Co. which is owned by L. R. Canham of Virden. Mr. Canham will be general mgr. of the business here and at Virden where he operates as the Canham Grain Co. The company here will be incorporated and improvements will be made.

Flanagan, Ill.—The new concrete elvtr. of the Farmers Grain Co. has a capacity of 60,000 bus. and is equipped with Fairbanks Morse Oil Engine, 3,000-bus. Richardson Automatic Scale, Constant Manlift, 2 stands of elvtr. legs and Constant Transmitting Machinery. The Reliance Construction Co. had the contract.

Quincy, Ill.—We are now operating the elvtrs. of the Knollenberg Milling Co. at Rock Creek, Perry Springs and Ursula, Ill., and the one at North River, (Mark p. o.), Mo. We will incorporate under the new title very soon. I am in charge of all of the elvtrs., being gen. mgr. for the company.—J. I. Pool, Jones-Herr & Co.

Glasford, Ill.—The Glasford-Banner Farmers Elvtr. Co. has a new river elvtr at Belle Siding on the Illinois river near this point which is of reinforced concrete thruout, sides, roof, bin-bottoms and floors. It has a capacity of 15,000 bus. and is equipped with one leg and has oil engine power. Townsend B. Smith had the contract.

Tomlinson Siding, (Mt. Pulaski p. o.), Ill.—The Farmers Co-op. Co. is now operating a new 25,000-bu. elvtr. which is of reinforced concrete construction. It has concrete floors, bin-bottoms, sides and roof. Is equipped with 2 legs, shelter, dump scale, cleaner, Fairbanks Automatic Scale and motors. The company also has a concrete office and cob burner. Townsend B. Smith had the contract.

McNabb, Ill.—We are talking of reorganizing on the co-op. plan and will decide at our annual meeting Jan. 27. We have remodeled our old elvtr. on the N. Y. C. and have taken out the 2 old legs and replaced them with one fast leg in the center with "V" buckets. We have installed a 10-h.p. motor and are covering the whole building with iron. Repairs will cost us about \$9,000.—Carl Koch, mgr. Farmers Grain Co.

#### CHICAGO NOTES.

Logan & Bryan have opened a local office in the Drake Hotel, with Stanley Morrell in charge.

E. R. Anderson, formerly supt. of the Cragin Elvtr. Co., is now ass't mgr. for the Brooks Elvtr. Co.

Board of Trade memberships are selling at \$6,800 net to buyer which is a slight increase since December.

James B. Carter, for many years in the grain business at this market, has sold his membership and retired from business. He will live in California.

The Acme Malting Co. has been re-organized and its plant re-equipped at a cost of \$300,000. It will now operate under the name of the American Cereal Sirup Co. and will manufacture sirup.

New members of the Board of Trade elected by the directors: Harold H. Stephens, Detroit; Raymond Paul Oleson, H. N. Bell and T. J. Brodnax, Kansas City.

Board of Trade appointments made today were: Secretary, John R. Mauff; attorney, Henry S. Robbins; weighmaster, H. A. Foss, and grain sampler, J. A. Noble.

The wheat and corn traders on the Board of Trade now occupy their old homes on the floor, having changed pits Jan. 17. This terminates the arrangement which was in effect during the war.

Board of Trade directors have reappointed Walter S. Blowney assistant sec'y for the seventeenth time. Ernest A. Hamill, the treas., and Samuel Powell, mgr. of the clearing house, also were reappointed.

Charles P. Squire has been elected to membership in the Board of Trade and as vice pres. will represent the Itasca Elvtr. Co., of Duluth, Minn., in this market. He was formerly with the U. S. Grain Corp.

J. L. Frederick, formerly of the J. L. Frederick Grain Co., of St. Joseph, Mo., is now connected with E. F. Leland & Co. as outside solicitor and will cover their entire private wire territory. He has severed all his other grain connections.

Rollin E. Smith, who has been stationed in this city for a number of years by the Grain Appeals Board of the Bureau of Markets, has been recalled to Washington, where he will be in charge of the bureau of foreign statistics now being organized by the Bureau of Markets.

The following com'ites were appointed at the annual meeting of the Board of Trade, Jan. 11: Grain, Adolph Gerstenberg, chairman, G. F. Hales, E. D. McDougal, F. G. Winter, R. A. Schuster and J. M. Coughlin; Clearing House, T. E. Cunningham, L. C. Brosseau and Allan M. Clement; Market Reports, J. J. Bagley, F. S. Lewis and K. P. Edwards; Weighing, D. H. Lipsey, chairman, J. F. Lamy and L. L. Winters; To Arrive Grain, J. E. Brennan, B. A. Eckhardt, Earl M. Combs, F. G. Coe, Jas. Simons, and G. A. Wegener.

Thomas W. Keelin of T. W. Keelin & Co., who have been charged with delivering short weight loads of grain, will be investigated by a com'ite of the Board of Trade, composed of L. L. Winters, E. A. Doern and Howard Lipsy. Thomas and Wilbur H. Keelin, partners, Robert Dohmke, salesman, and Ralph T. Pickett, shipping clerk, are under indictment, following a 3-years' investigation by the Hay, Grain & Feed Ass'n, who alleged the unfair competition had wrecked the local feed business so that "an honest dealer could not compete with the Keelin Co."

The special building com'ite of which B. A. Eckhart is chairman has been asked to speed up its work in regard to a new home for the Board of Trade, by Pres. J. P. Griffin. In a special letter to each member of the com'ite he urged them to begin action looking toward obtaining contracts and making preparations for a new building, which will cost about \$6,000,000. Two members of the committee expressed a desire to revive operations, which were delayed by the war and the high cost of building material and labor. President Griffin said he did not believe a large institution should hesitate at the cost of a large structure when one is so badly needed.

#### INDIANA

Milhouse, Ind.—I am sec'y-treas. of the Farmers Milling Co. here.—Leo Blankman.

Cambridge City, Ind.—We will make only necessary repairs at the elvtr.—W. A. Creitz.

Rays Crossing, Ind.—Henry F. Hill, mgr. of one of the elvtrs. here, died Jan. 11 at the age of 44.

Camden, Ind.—The Urmston Grain Co. has bot the elvtr. of the Farmers Grain & Supply Co. here.—Ray & Rice.

Williamsport, Ind.—We now operate as the F. R. Miller Grain Co., not as F. R. Miller.—F. R. Miller Grain Co.

Medaryville, Ind.—We took charge of the Reep Elvtr. Jan. 1 and I am mgr.—Geo. Chittic, mgr. Medaryville Co-op. Co.

Cutter, Ind.—We now own and operate the elvtr. of A. B. Cohee & Co.—Elias C. Patty, mgr. Cutter Co-op. Elvtr. Co.

# The GRAIN DEALERS JOURNAL.

Evansville, Ind.—J. P. Steffey is supt. of the Union Elvtr. here.—J. O. Dodds, agt. A. Waller & Co., props. of Union Elvtr.

Sullivan, Ind.—The Sullivan Mill & Elvtr. Co. incorporated for \$100,000 by B. F. McCoy, Lewis Brooks, Jr., and J. K. Coulson.

Rays Crossing, Ind.—J. G. Fox is the gen. mgr. for the Rush-Shelby Grain Co. recently incorporated here. Roy Brown is his ass't.

Logansport, Ind.—H. D. McDonald has succeeded W. W. Moss as head of the Logansport Elvtr. Co. C. Q. Palmer is sec'y-treas.

Osgood, Ind.—John Crum & Sons have taken possession of the elvtr. of H. L. McCoy, which they bot last fall, and are operating it.

Crawfordsville, Ind.—Newton Busenbark has purchased the interest of his father, W. W. Busenbark, in our company.—N. Busenbark Grain Co.

Raub, Ind.—Chas. Teagarden, receiver for the Raub Grain Co., will sell, Feb. 1, the elvtr., property and equipment of the company at public auction.

Tab, Ind.—J. O. Crane has leased the elvtrs. of the F. R. Pence Estate here and at Stewart and will operate them until they are sold.—H. R. McCollom, mgr.

Evansville, Ind.—The Akin-Erskine Milling Co. has increased its preferred stock from \$300,000 to \$500,000 and its common stock from \$200,000 to \$500,000.

Colfax, Ind.—I am building a 40,000-bu. elvtr. here and will operate it as the Midway Elvtr., not Midway Elvtr. Co., as reported. I am sole owner and mgr.—J. C. Jordan.

Plymouth, Ind.—The Plymouth Milling & Sales Co. incorporated to deal in flour, grain and feed, for \$50,000, by A. H. Eversole, E. S. Kitch, F. E. Jacobs and others.

Earl Park, Ind.—The Richland Grain Co. incorporated for \$600,000 by James R. Barr, Sam'l W. Guant and Peter Barr. The company has elvtrs. here and at York Switch.

Edinburgh, Ind.—The David R. Webb Estate's new 50,000-bu. cribbed, ironclad elvtr., designed by L. J. McMillan, is on the Pennsylvania. It is driven by electric power.

Nortonsburg (Hope p. o.), Ind.—I am installing a grain drag equipped with gasoline power to handle grain here.—Chas. E. Nading, operating an elvtr. at St. Louis Crossing.

Cates, Ind.—H. R. Conover has bot the elvtr. which Freeman Knowles bot last June from the Cates Grain Co. The elvtr. is now owned by Mr. Conover and I am mgr.—S. J. Mettee.

Mexico, Ind.—We will build a new house with new storerooms and new machinery at this place in the near future. Everything we had was destroyed by fire.—Mexico Elvtr. & L. S. Co.

St. Paul, Ind.—The safe in the office of the Wm. Nading Grain Co. was forced open with a pick Jan. 20, but no money rewarded the yegg-men. Only a \$100 machinery speed indicator was taken.

Gessie, Ind.—We have an elvtr. here but expect to build a new one this year. Will use either tile or concrete. Capacity about 25,000 bus. Will use the machinery we have, as it is all new.—Gessie Grain Co.

Manilla, Ind.—The Rush-Shelby Grain Co. has succeeded the Mull Grain Co. and will operate the elvtrs. here and at Ray's Crossing. J. G. Fox will have charge here and Roy Brown will be in charge at Ray's Crossing.

Jolietville, Ind.—The Goodrich Bros. Hay & Grain Co. has installed a 25-h.p. gas engine to replace its steam plant. It will later install a feed mill.—Geo. M. Twidling, agt. Goodrich Bros. Hay & Grain Co., Gadsden.

New Waverly, Ind.—H. W. Enyart, of Hoover, is now mgr. for the Farmers Elvtr. Co. The company is making improvements in its elvtr. with the view of handling corn with greater facility and speed.—Farmers Elvtr. Co., Twelve Mile.

Peru, Ind.—L. F. Culpeper, formerly mgr. of the Rich Valley Co-op. Elvtr. Co., at Rich Valley, has succeeded Walter B. Weeks as mgr. for the Farmers Co-op. Elvtr. Co. Mr. Weeks has engaged in the coal business with his brother.

Edwardsport, Ind.—John Wahl, coal dealer, bot the elvtr. of the Edwardsport Elvtr. Co. and it is not in operation. He bot it in order to get control of the switch for loading his coal, as he has 2 mines near the switch.—S. T. DeMoss.

Spiceland, Ind.—We are going to build an elvtr. and feed warehouse here early in the spring under the name of the Spiceland Grain Co. I will be mgr.—Fred Paul, formerly mgr. for C. W. Mouch at Dunreith. (The elvtr. at Dunreith was sold.)

The following have been admitted to membership in the Indiana Grain Dealers Ass'n: Wilson & Cully, Brownsville, Ind.; Peoria Grain Co., R. R. 3, Oxford, Ohio, (station, Peoria, Ind.); J. C. Miller, R. R. 4, Frankfort, Ind.; H. Dickey, Parker, Ind.; Watkins Grain Company, Buffalo, N. Y.

Silver Lake, Ind.—The Silver Lake Elvtr. has bot the site of the Ira Burk Mill estate and an elvtr. is to be built at once. The company was organized last summer to build a house, but definite action was not taken until the annual meeting Jan. 10. H. A. Moyer and C. L. Leonard are among the directors.

Mexico, Ind.—The elvtr. of the Mexico Elvtr. & L. S. Co. burned Jan. 15 with a loss of about \$10,000 on the building which was insured for \$6,000. The loss on the grain has not been determined but the known insurance amounted to \$7,000. The coal sheds adjoining the elvtr. were saved. Sparks from a switch engine which was working near the elvtr. are believed to have caused the blaze.

Oxford, Ind.—The Oxford Grain Co. is operating a new house built by the Reliance Constr. Co. It is a concrete house of 40,000 bus. capacity and is equipped with Western Sheller, Western Cleaner, Fairbanks Morse Wagon Scale, 2,000 bushel Richardson Automatic Scale, Western Manlift, electric power, Day Dust Collector, 2 stands of elvtr. legs and Western Transmission Machinery.

Shelbyville, Ind.—John A. Thompson, of Edinburgh, a large stockholder in the elvtr. of the Martin Cutsinger Grain Elvtr. Co. at this point, died Jan. 12. He was on his way to Florida, but was taken ill on the train and removed to a hospital in Indianapolis, where he died of complications affecting the heart. He was 65 years old and had many grain interests throughout the state. He was buried at Edinburgh, his home.

Colfax, Ind.—The New Midway Elvtr. has a capacity of 35,000 bus. of small grain and 5,000 bus. of ear corn. It is of wood construction and iron clad. The equipment includes: Western Sheller, Cornwall Cleaner, Hopper scale, wagon scale, Western Manlift, Fairbanks Oil Engine, 2 Hall Distributors, 3 stands of elvtrs., grinder, Clipper Cleaner and Western Transmission Machinery. The Reliance Construction Co. had the contract.

Kirkpatrick, Ind.—The new elvtr. of the Kirkpatrick Grain Co. is of wood construction, iron clad, with a capacity of 35,000 bus. for small grains and 4,000 for ear corn. The house equipment includes: Smith Sheller, Cornwall Cleaner, Hopper Scale, wagon scale, Western Manlift, oil engine power, 2 Hall Distributors, 3 stands of elvtrs., Bowsher Grinder and Constant Transmission Machinery. The Reliance Construction Co. had the contract.

## INDIANAPOLIS LETTER.

Edward K. Shepperd, mgr. of the local offices of the Cleveland Grain & Milling Co., is now back on the job after a severe illness of two weeks.

Henry C. Wilson, who in 1872 built the first Board of Trade and Chamber of Commerce Building, died at his home in Oak Park, Chicago, Ill., a few days ago. He served as sec'y of the Board of Trade and pres. of the Chamber of Commerce. Since 1893 he has lived in Chicago. The body was brot here for burial.

The Midwest Elvtr. Co.'s 50,000-bu. concrete transfer elvtr. is equipped with Fairbanks Monitor Cleaner, Fairbanks Hopper Scale, Western Manlift, electric power, Western Trolley Spouts, 4 stands of elvtrs., 2 receiving sinks, 2 power shovels, Weller Car Puller, Weller Transmission Machinery and 2 Randolph Grain Driers. The Reliance Construction Co. did the work.

The Swan Grain Co., whose incorporation was reported recently, has opened an office in the Board of Trade Building. H. M. Freeman, who has operated elvtrs. at many Indiana stations, is actively connected with the new firm, while A. S. Swanson is manager. Mr. Swanson was for nearly 2 years with the Sawers Grain Co. He has been connected with the grain trade in this city for the past 4 years and previous to that was connected with various Chicago grain firms.

## IOWA

Centerdale, Ia.—L. P. Foster is now mgr. for the Farmers Exchange.

Dumont, Ia.—Ernest Maier has resigned as mgr. for the Farmers Elvtr. Co.

Van Cleve, Ia.—We have succeeded Pothast Bros. Grain Co.—Pothast & Glidewell.

Kennedy, Ia.—The Farmers Elvtr. Co. has been incorporated for \$30,000 by Frank Orton, pres., and others.

Lake View, Ia.—W. Hynes, formerly mgr. for the Farmers Union Grain Co., is out of the grain business and has left for the west.

Blockton, Ia.—The new concrete elvtr. of the Farmers Union Co-op. Elvtr. Co. has been completed by W. C. Bailey, who had the contract.

Parnell, Ia.—The Armour Grain Co. has purchased a New Improved Interchangeable Challenge Dump to be installed in its elevator here at once.

Calumet, Ia.—I am out of the grain business entirely. Am in the banking business now.—E. Mann. (Mr. Mann sold his elvtr. here last year.)

Nevada, Ia.—Elmer Reiber, of Latimer, has succeeded O. K. Morrison as mgr. for the Farmers Elvtr. Co. He has been ass't mgr. for some time.

Villisca, Ia.—David Whitmyer, for 47 years in the grain business at this point, died recently at the age of 84. His elvtr. was on the C. B. & Q. R. R.

Hamburg, Ia.—The Farmers Elvtr. Co. has leased a large warehouse for storing seed corn. It is using Floral Hall on the Fair Grounds for sorting and picking the seed.

Coon Rapids, Ia.—The Farmers Elvtr. Co. will dissolve the corporation and terminate all its affairs Jan. 31, pursuant to a vote of the stockholders in the corporation.

Gladbrook, Ia.—The Farmers Elvtr. Co. has completed its 600-ton wooden coal pocket and its 25,000-bu. concrete elvtr. Both are operated by electricity. The Younglove Constr. Co. had the job.

Davenport, Ia.—We are not intending to build an addition unless building conditions become very favorable.—Purity Oats Co. (The company was reported as ready to do additional building at its plant.)

Adair, Ia.—Wm. Wheeler, who formerly owned and operated elvtrs. at Crescent City and Melvin, Ill., has bot the elvtr. of the Albers Commission Co. here. He sold his Illinois elvtrs. some years ago.

Cumberland, Ia.—The new 15,000-bu. elvtr. of E. & P. Kirchner has been completed. It is of wood, with lap siding and asbestos roof. Power includes gasoline engine and motors. The Younlove Constr. Co. did the work.

Sioux City, Ia.—At the annual meeting of the Terminal Grain Corporation, held Jan. 12, it was decided hereafter to hold the annual meetings in July instead of January, as invoicing of the elvtrs. can be done more easily in the summer.

Liscomb, Ia.—I am still in the grain business and do not intend to make any changes at present. We have installed a new truck dump.—B. F. Vorhis. (It was reported last fall that Mr. Vorhis would probably sell to a farmers' company then organizing.)

Atlantic, Ia.—I am not in the grain business at the present time, altho I had been in it for 26 years before I quit. Am handling only real estate and insurance now.—C. W. McCaustland. (The elvtr. of Nelson & McCaustland was sold last summer to the Gund Sein Co.)

Boone, Ia.—The new elvtr. of the Farmers Co-op. Elvtr. & L. S. Co. has a capacity of 20,000 bus. and is of wood construction, covered with corrugated iron siding. It has an asbestos roof and is operated by electricity. The Younlove Constr. Co. had the contract.

Kamrar, Ia.—Ralph Trotter, employed at the elvtr. of the Farmers Elvtr. & Supply Co., fell to his death Jan. 4 from the top floor of the elvtr. No one witnessed the accident, but as he was in the habit of oiling the machinery in the cupola in the morning, it is believed that he was attending to his accustomed task and fell thru an open door. The body was found at the base of the elvtr. at about 7:30 a. m., both legs being broken and the chest crushed in the drop of 55 ft. He is survived by his mother, his wife and a baby only a few weeks old.

Dixon, Ia.—I have succeeded Louis Wunder, who resigned, as mgr. for the Dixon Co-op. Elvtr. Co.—Robert Siebke, formerly of Walcott.

Killduff, Ia.—The office of D. S. Fleck & Son burned Jan. 7 at 3 a. m. with a loss of \$5,500 and an insurance of \$4,000. The lumber yards adjacent to the office were saved. R. C. Fleck, mgr., stated that an office would be opened at once in the Tunis Van Velt Building and that the office would be rebuilt at once.

## DES MOINES LETTER.

The Iowa Corn Products Co. expects to start operation about February 15. The erection of the head house and elvtr. is completed, and the installation of machinery is rapidly nearing completion.

The Planters Terminal Elvtr. Co. will commence building its new elvtr. as soon as the weather permits, and expects to have it in operation by Sept. 15.—A. J. Cheeseman, Sec'y Board of Trade.

## KANSAS

Cherryvale, Kan.—The N. Sauer Milling Co. has completed a new warehouse here.

Plainview, Kan.—The Farmers Shipping Ass'n has completed its elvtr. after many delays.

Elk City, Kan.—The elvtr. formerly owned by the C. R. Long Grain Co. burned recently.

Altair (Mingo p. o.), Kan.—C. S. Bartholomew will install a Hall Signaling Distributor in his elvtr.

Oneida, Kan.—The Associated Mill & Elvtr. Co., of Kansas City, Mo., has an option on the elvtr. of C. R. Story.

Wakarusa, Kan.—The Wakarusa Farmers Union Co-op. Business Ass'n bot out Firestone & Robinson last June.

Burlingame, Kan.—We have recently installed a Globe Dump and 10-ton Howe Scale.—Burlingame Grain Co.

Osage City, Kan.—We have recently installed a new Fairbanks 10-ton Scale and Globe Dump.—Osage City Grain Elvtr. Co.

Kiowa, Kan.—The O. K. Co-op. Grain Co. recently lost \$8 in cash and \$100 in notes when its safe was blown open by burglars.

Clay Center, Kan.—We are planning the erection of a 20,000-bu. elvtr. here.—H. H. Starkweather, Starkweather & Wolson.

Marion, Kan.—I am now mgr. for the Co-op. Equity Exchange here.—J. C. Reed, formerly mgr. for the Farmers Union Co-op. Ass'n at Antelope.

Buffalo, Kan.—Frank Dumond, of Yates Center; D. N. Johnson of this city, and their associates have bot the elvtr. here. Mr. Dumond will be mgr.

Kingman, Kan.—H. C. Parks has bot the interest of Frank Antrim in the Ravenscroft-Antrim Co. and it will now operate as the Ravenscroft Grain Co.

Ellinwood, Kan.—Taylor A. Redman, elvtr. mgr. for the Walnut Creek Mill Co. here, died recently. He had been with the company for the last 15 years.

Larkinsburg, Kan.—We have installed a 25-h.p. engine, 10-ton auto truck scale. Geo. Medlock is the mgr. here.—Jackson County Grange Co-op. Ass'n.

Wakefield, Kan.—The Farmers Co-op. Ass'n plans building a large seed house at this station. The plans may be enlarged to include an annex to the elvtr.

Dighton, Kan.—The Walnut Creek Milling Co., of Great Bend, contemplates the erection of a new elvtr. soon, as its elvtr. here burned Aug. 1.—Farmers Elvtr. Co.

Marysville, Kan.—F. M. Gill has resigned as mgr. for the Larabee Flour Mills Co. here and will enter the grain trade at St. Joseph, Mo., after a few weeks' vacation.

Antelope, Kan.—J. J. Ryff is now mgr. for the Farmers Union Co-op. Ass'n here, succeeding me.—J. C. Reed, now mgr. for the Co-op. Equity Exchange at Marion.

Holton, Kan.—We recently increased the capacity of our elvtr. here, having built three bins and installed a 30 h.p. motor.—Johnson County Grange Co-op. Ass'n.

Morrill, Kan.—Adolph Kanel has succeeded Abe Connor as mgr. of the Farmers Co-op. Ass'n. Mr. Connor is now a member of the Topeka Grain Co. at Topeka.

Jetmore, Kan.—Chas. W. Porter, formerly mgr. for the company, resigned to go into other business and as I was grain buyer at the time, I succeeded him as mgr.—J. A. McDowell, C. C. Isely Lumber Co.

St. John, Kan.—Jesse Rixon is our mgr.—T. A. Marlin, sec'y Farmers Union. (The Farmers Union Co-op. Co. is a consolidation of the Farmers Grain & Lbr. Co. and the St. John Farmers Grain & Merc. Co.)

Black Wolf, Kan.—I am mgr. of the elvtr. of the H. D. Lee Flour Mills Co. at this point and am not mgr. of the Farmers Elvtr. Co. at Bunker Hill, as recently reported. Am well satisfied with my position.—E. E. French.

Corning, Kan.—The Farmers Co-op. Business Ass'n recently completed a 15,000-bu. hollow tile elvtr., the greater part of the work on the plant being done by the members of this association. It is operated by an oil engine. E. O. Allen is the manager.

Lyndon, Kan.—The elvtr. at this point was formerly operated by W. A. Schroeder and was recently assigned by him to Ada Neihart, Mr. Schroeder having lost heavily on the declining market. The elvtr. is now operated under the name of Neihart & Paulson, Pete Paulson being mgr.

Lawrence, Kan.—The Lawrence Milling Co. is considering the building of a 150,000-bu. concrete and tile elvtr. and warehouse with complete corn meal and chop feed equipment. Work on the elvtr. will be started in the spring, but the warehouse will be erected very soon.—S. S. Schmidt, mgr.

Seneca, Kan.—The Farmers Union Co. has completed a 23,000-bu. ironclad, studded elvtr. It is equipped with 2 motors, Fairbanks Automatic Scale, 10-ton truck scale and Hall Distributor. There is one leg for elevating the grain. All bins and dumps are in concrete. A. F. Roberts was the contractor. E. J. Digman is the mgr. of the above elvtr.

Burlingame, Kan.—The Farmers Elvtr. & Shipping Co. has just completed a new ironclad 16,000-bu. elvtr., which is practically fire-proof. It has an asbestos roof. Part of the building was completed last July. It is equipped with gasoline engine, cleaner, sheller, Fairbanks 10-ton truck scale and a Fairbanks Auto Scale. A. F. Roberts had the contract.

Osgood, Kan.—The elvtr. of the Ransom Farmers Co-op. Union has been completed. It has a capacity of 11,000 bus. and was built by W. C. Bailey. The equipment includes a 15-h.p. gasoline engine for power, Eureka Cleaner, Richardson Automatic Scale, 10-ton Howe Auto Truck Scale, rope drive, Hall Distributor. A detached office built from hollow tile was also erected.

## TOPEKA LETTER.

Senate Bill No. 92, introduced by Senator Frizzell, relates to the sale of grain, meat or other farm products, directing that the sales must be bona fide and the sellers in actual possession of the goods and providing that the county attorney shall have investigational powers to see to the enforcement of the law, which carries with it a penalty of a fine of not less than \$20,000 and imprisonment of not less than 10 years for violation.

The claim department of the Kansas Grain Dealers Ass'n, under the management of S. R. Duckett, is vigorously prosecuting claims filed by members against the railroad companies. No charge is made unless the claim is collected. Mr. Duckett says: "If you can substantiate your indicated shortages with complete records indicating a reliable performance of your facilities, collection of your claims can be made for the full amount of the indicated loss. On the other hand, collection cannot be forced, even by means of lawsuit, only on the record of the scale performance and it is sometimes necessary to compromise claims in view of the record indicating an unreliable performance of the facility. Claims can be collected from the carrier for decline in market value due to unreasonable delay in transportation and we earnestly recommend that you submit such claims."

Topeka, Kan.—The 24th annual meeting of the Kansas Grain Dealers Ass'n will be held in Kansas City, Mo., May 24, 25 and 26, with headquarters in all probability at the Coates House.—E. J. Smiley, Sec'y.

Senator Green of Elk County has introduced a bill, No. 29, which merits the outspoken opposition of every grain dealer, as its effect will be to prevent the sale of grain by anyone not the owner, for future delivery. Sec. 2 provides that when a deposit has been made on a future contract, the contract can not be closed out except by delivery. The effect of the act is not limited to exchanges in the cities, but will prevent country dealers selling to terminal market dealers for future delivery of cash grain.

## WICHITA LETTER.

Jos. H. Shearhod died Jan. 9 at the age of 37. He was mgr. of the Niarg Grain Co. and is survived by his wife and 3 children.

Wichita, Kan.—The Beyer Grain Co. has closed its Kansas City, Mo., office and will operate its offices here and in this state in future. Albert T. Cook, with the company in Kansas City, is now floor man for the Barnes-Piazzek Co.

Joseph B. Nichols, of the Nichols-Friesen Grain Co., was found dead underneath his overturned touring car recently with a bullet hole thru his forehead and his 25 calibre automatic with one chamber empty in his hand. It is believed that he shot himself when he found that he could not extricate himself, to end his sufferings. The heavy car had pinned him down in such a way that his hands were free, but his body crushed. None of his personal effects had been disturbed and his valuables were intact. Mr. Nichols came to Wichita 4 years ago from Arkadelphia, Ark., and had been in partnership in the grain business with John Friesen 2 years. The firm recently moved into new quarters in the Wheeler-Kelly-Hagny Building from the Sedgwick Building. Mr. Nichols died without seeing his new office fully equipped.

## KENTUCKY

### LOUISVILLE LETTER.

Grain in store here will be taxed at 15c per \$100 valuation as heretofore. Judge Kirby on Jan. 15 having set aside the proposed tax of \$2.00 for \$100 valuation by the city as merchandise.

Louisville, Ky.—We held our annual election on Jan. 10 and on the 12th the new Board of Directors re-elected Jos. Burge as pres. of the Board of Trade. Oscar Fenley is treas. and I am sec'y-supt. Our vice-pres. are Wm. Heyburn, 1st; Robt. E. Vaughn, 2d; J. B. Wathen, Jr., 3d; D. B. G. Roos, 4th, and Geo. R. Ewald, 5th.—W. E. Morrow.

## LOUISIANA

New Orleans, La.—The following officers were elected Jan. 10 at the annual meeting of the Board of Trade, Ltd.: T. F. Cunningham, pres.; Wm. P. Ross, vice-pres.; G. M. Milam, 2d vice-pres., and Geo. A. Wiegand, 3d vice-pres. Directors are: Warren Kearney, C. H. Ellis, Joseph Kohn, W. B. Sirera, Fred. Brenchley, Jac. Bloom, R. F. Clerc, Milton L. Cahn, Joseph McCloskey, W. L. Richeson, J. S. Cave, J. H. Ricau and W. M. Pitkin.

## MARYLAND

### BALTIMORE LETTER.

The Thayer-Thomas Co. incorporated for \$100,000 to deal in seeds and grain, by F. H. Thayer, J. A. Wade Thomas and Harold Eschudi.

New insurance rates as fixed by the traffic bureau of the Chamber of Commerce are: Wheat, \$2.20; corn, \$1.10; rye, \$2.10; barley, \$1.10, and oats, 70c.

Howard E. Zeife, formerly sales mgr. and floor representative for the Baltimore Pearl Hominy Co., is now ass't in the foreign department of John T. Fahey & Co.

The state Public Service Com'sn will review the railroad joint switching charges on grain at a meeting to be held soon. It is hoped that the commission will reduce the rates, which are considered exorbitant.

### "EXCEPTIONAL SERVICE"

**Jones-Hettelsater Const. Co.**  
Designers and Builders of  
**GRAIN ELEVATORS and FLOUR MILLS**  
706 Mutual Bldg., Kansas City, Mo.

# The GRAIN DEALERS JOURNAL.

## MICHIGAN

Breckenridge, Mich.—The Farmers Elvtr. Co. will install a Hall Signaling Distributor in its elvtr.

Forest Hill, Mich.—The Forest Hill Elvtr. Co. has installed 2 Hall Signaling Distributors in its elvtr.

Blissfield, Mich.—The Blissfield Co-op. Grain & Product Co. has bot the elvtr. and feed mill of John Walper. Possession will be given Feb. 1.

Detroit, Mich.—We have moved our offices from the Chamber of Commerce Building to the Murphy Building.—A. S. Dumont, Dumont, Roberts & Co.

Grand Rapids, Mich.—Reed & Cheney are out of business and the Chas. F. Bartlett Co. is a new firm which handles grain and feed in a limited way.—H. Hazens, ass't sec'y, Valley Milling Co.

Prattville, Mich.—The elvtr. of the Co-op. Ass'n, the C. N. depot and the company's store burned with a loss of \$25,000, Jan. 17. It is thought that backfire from the gasoline engine in the elvtr. was the cause of the blaze.

Portland, Mich.—The Ionia County Farm Buro, Portland Unit, has not yet bot our elvtr. and warehouse, as reported, but expects to buy them and to take over the Co-op. Shipping Co. as soon as the necessary funds are raised. It may be another month before the sale is made.—Farmers Elvtr. Co., per C. E. S.

Grand Rapids, Mich.—The Tausend & Maloney Co. has been adjudged a voluntary bankrupt on petition of J. E. Maloney, sec'y-treas. of the company. The liabilities are estimated at \$73,507.35 and assets at only \$10,598.22. Secured claims amount to \$31,928.92 and unsecured to \$40,644.09. The assets include the office furniture at \$2,700 and debts on open accounts of \$6,723.22.

## MINNESOTA

Pelican Rapids, Minn.—We have decided not to build an elvtr. at present at least.—C. J. Swanson, mgr. Co-op. Warehouse Ass'n.

Madelia, Minn.—The Hubbard & Palmer Co., of Mankato, has bot the 7 elvtrs. of the C. S. Christensen Co., which was recently reported in financial difficulties.

Starbuck, Minn.—M. P. Eidberg has bot the elvtr. of Carl N. Nelson for \$7,000. Mr. Eidberg formerly operated the elvtr. of the Farmers Elvtr. Co. under lease.

Red Lake Falls, Minn.—We will not do an elvtr. business at present, but will handle seed grain, farm products, feed, etc.—Frank Jeffers, sec'y-treas. Farmers Produce Exchange.

Cokato, Minn.—I have remained as mgr. and buyer for the Equity Co-op. Exchange, which recently bot the elvtr. of the Osborne-McMillan Co., for which I was formerly mgr. here.—Andrew Mattson.

Winona, Minn.—H. C. Garvin, gen. mgr. for the Bay State Milling Co. since 1899 when the company was established, has resigned and Frank J. Allen has succeeded him. Mr. Garvin is still vice-pres. of the company.

## DULUTH LETTER.

Julius H. Barnes, of the Barnes-Ames Co., is now making New York City his headquarters.

The controlling interest in the Itasca Elvtr. Co. has been purchased from the Nye-Schneider-Fowler Co. of Fremont, Neb., by Julius Barnes, Ward Ames and associates and M. L. Jenks and Chas. T. Mears. No change will be made in the organization of the company and Mr. Jenks will remain as mgr.

The following directors of the Duluth Board of Trade Clearing House Ass'n were elected at the recent annual meeting: W. J. McCabe and M. L. Jenks, for 1 year; E. N. Bradley and H. F. Salyards for 2 years; and G. H. Spencer, G. G. Barnum, Sr., and J. W. Galvin for 3 years. Geo. E. Foster will remain as mgr.

The annual election of the Board of Trade was held Jan. 18, with the following results: Pres., H. F. Salyards; vice-pres., G. H. Spencer; Directors, P. H. Ginder, W. B. Joyce and E. S. Ferguson; Board of Arbitration, G. G. Barnum, Sr., E. S. Ferguson and W. W. Bradbury; Board of Appeals, Thomas Gibson, F. E. Lindahl and W. J. McCabe.

## MINNEAPOLIS LETTER.

C. S. Sheffield, formerly with the Twin Cities

Trading Co. here, is now connected with the Globe Grain & Milling Co. in Utah.

Officers elected to serve the Minnesota Grain Co., following the death of G. B. Gunderson, pres. and treas., Dec. 23, are H. J. Gunderson, pres. and treas.; C. F. Gunderson, vice-pres., and W. B. Gunderson, sec'y. All are the sons of Mr. Gunderson, Sr.

One of the automatic sprinklers in the "A" plant of the Washburn-Crosby Co. started a leak recently and an alarm of fire was turned on. The leak was all that needed attention.

Franklin M. Crosby, vice-pres. of the St. Anthony & Dakota Elvtr. Co., celebrated his 45th birthday Jan. 16. He is a former pres. of the Chamber of Commerce and is also vice-pres. and treas. of the S. T. McKnight Co.

The Barnes-Ames Co., of Duluth, and associates has taken over the Calumet Elvtr. owned by the Nye, Jenks Co. The Bartlett, Frazier Co. has taken over the commission business of the same company and is now in possession.

The Bartlett, Frazier Co., which has taken over the commission business of Nye, Jenks & Co., will close the old office of the company in the Flour Exchange. Nye, Jenks & Co. was organized in 1883 and incorporated 2 years later, and is now out of business after 32 years of activity in the grain trade.

Miles H. McNally of New Richmond, Wis., has been appointed trustee for the Osceola Mill & Elvtr. Co., of Osceola, Wis., which had offices in this city. The company went into the hands of a receiver. Mr. McNally will have charge of the 3 mills and 17 elvtrs. of the company. C. C. Ladd of this city was pres. Liabilities have been found to be \$497,000 and assets \$375,000.

The Co-op. Farmers Terminal Co. has been organized here to sell grain, seeds, hay and grain products for its members, who must be farmers elvtr. companies. The capital stock is \$2,000,000 and operations will include North and South Dakota, Wisconsin, Minnesota and Montana. Officers are: Peter Huppert, Diamond Bluff, Wis., pres.; W. L. Beers, Great Falls, Mont., vice-pres., and Chas. H. Eyler, Sioux Falls, S. D., sec'y-treas.

W. E. Mereness, for many years prominent in the grain trade here and at Milwaukee, died Jan. 16 after a slight illness with pneumonia. Mr. Mereness recently underwent an operation and was recovering rapidly, but was not strong enough to withstand the pneumonia attack. His sudden death was a great shock to his wide circle of friends and acquaintances, who had expected to see him on 'change any day.' He was born in Sharon, Wis., in 1830 and entered the grain business as elvtr. agent for the Northern Grain Co. Later he engaged in the business at Milwaukee as a partner in the firm of Potter & Mereness. In 1913 he came to Minneapolis and became associated with the G. E. Gee Grain Co. until last June, when he resigned as sec'y of the company and joined the Brooks Elvtr. Co. organization. He was 41 years old and is survived by his wife and 3 children.

## ST. PAUL LETTER.

A report of the com'ite on markets and marketing recommending a bill to amend the co-op. code so that co-op. ass'n may have trade privileges on the grain exchanges, has been adopted by the House. The bill provides that co-op. companies who do not distribute profits on a "patronage" basis may be admitted to membership. The rules of the Chamber of Commerce already so provide, so there seems to be no reason for the bill.

The status of some of the bills of interest to the grain trade was on Jan. 16 as follows: Farmers co-op. ass'n bill has passed the house and is before the senate com'ite; bill for state auditing of co-op. society books reported favorably by com'ites in both houses; hearings to be arranged next week on bills affecting grain exchanges. Highway legislation bills under consideration by com'ites in both houses, which will have daily sessions beginning Jan. 18, while subcom'ites work out details of motor vehicle license taxes.

Grain men at this market drafted a protest against the proposed bill to increase the indemnity bond of grain and hay commission firms and recently presented it to the legislative com'ite in charge of re-drafting the bill. The protest was in the form of a set of resolutions from the St. Paul Hay Board of Trade and letters of protest from the St. Paul Grain Ex-

change, and the Federal, Mondamin, Producers and Consumers' Grain companies. The bill as originally drafted provides for increasing the minimum indemnity bond for every grain commission firm from \$4,000 to \$25,000 in every city in which that firm may operate. The bill now is in the hands of a re-drafting com'ite composed of Senators Ole Saging, Olaf Gjureet and H. N. Benson.

Future trading is the subject of House Bill No. 23. It would prohibit future trades on the grounds that they are gambling transactions.

A bill requiring the state board of grain appeals to establish the old grades in effect just before the federal standard grades were made as "Minnesota Grades" is being considered by the legislature now in session here.

The interim com'ites of the senate and house on workmen's compensation legislation is nearly ready to introduce three important bills. They will cover the following topics: Establishment of an industrial commission to administer the compensation law and take over the present labor department. Changes in the present compensation law, and state regulation of workmen's compensation insurance rates. Failure of the recent conference between representatives of employers and employees to agree on changes in the present schedule of compensation for industrial accidents puts it up to the interim com'ite, which will present a tentative schedule. One change said to be agreed on is to allow compensation for total disability for the entire life of the disabled person, instead of limiting it to 300 weeks.

## MISSOURI

Pilot Grove, Mo.—Brownfield & Piatt have dissolved partnership.

Pendleton, Mo.—O. G. Haake is now mgr. for the Farmers Elvtr. Co.

Argyle, Mo.—The Farmers Union Co-op. Co. has bot the elvtr. here.

Keytesville, Mo.—I am now located here.—R. D. Jay, formerly at Carrollton.

Cameron, Mo.—The Cameron Co-op. Elvtr. Co. has been organized with a capital stock of \$30,000.

Harrison, Mo.—The J. W. Karr Grain Co. will install new machinery in the spring.—J. H. Kinnear.

Spickard, Mo.—The Co-op. Ass'n has been incorporated here for \$10,000. C. L. DeWalt is sec'y.

Centertown, Mo.—W. H. Chambers is mgr. of the Farmers Elvtr. Co., which bot his elvtr. last June.

Urbana, Mo.—The Urbana Farmers Exchange Co-op. Co. has been incorporated for \$2,000, with G. F. Hayes as sec'y.

McGirk, Mo.—The McGirk Farmers Elvtr. Co. has completed a new 15,000-bu. concrete elvtr. here. J. D. Wood is mgr.

Wheaton, Mo.—We will install new machinery in the elvtr. we have recently completed.—Wheaton Milling & Purchase Co.

Flemington, Mo.—I am just completing a 3-story cement block and tile elvtr. and will begin to operate at once.—S. W. McCracken.

Hardin, Mo.—I have bot the interests of W. H. Perrine & Co. in the elvtr. here and am sole owner and mgr. of same.—W. H. Trenchard.

Stover, Mo.—The Stover Milling Co., H. F. Bauer, Prop., has recently completed a warehouse of brick and tile construction 56x54 ft., with a concrete floor.

Sheldon, Mo.—My father, who owns the elvtr. here, has been in the hospital since last spring and the elvtr. has not been in operation.—A. B. Gordon, son of H. B. Gordon.

Canton, Mo.—The elvtr. of the Canton Co-op. Elvtr. Co. burned at 3 a. m., Jan. 14. It contained 1,400 bus. of wheat, 1,100 bus. of rye, 300 bus. of oats and 400 bus. of corn.

Conception Junction, Mo.—The Conception Elvtr. Co. is out of business. It was taken over by the B. V. Kirby Grain Co. some time ago.—B. V. Kirby, formerly mgr. for the Conception Elvtr. Co.

Charleston, Mo.—The elvtrs. recently sold by the Charleston Milling Co. to the Mississippi County Elvtr. Co., are located at Vator (Aniston p. o.), East Prairie and Belmont. The company also bot the warehouses here and at Bird Mill.

Palemon, Mo.—The elvtr. recently purchased by the Farmers Grain & Supply Co. of Carrollton at this station was formerly owned and operated by W. H. Perrine & Co.—Cecil Wayland, gen. mgr., Carrollton.

Osborn, Mo.—A fine concrete grain elvtr. will be built here in the spring for the Osborn Elvtr. Ass'n. The contract has been let to The Monolith Builders, Inc. The elvtr. will have 6 bins. A two-story warehouse, also of reinforced concrete, will be built in connection with the elvtr.

Emma, Mo.—The construction of the 30,000-bu. concrete grain elvtr. of the Emma Co-op. Elvtr. Co. has been suspended until spring. The work is practically completed and the bin roof is on. The headhouse remains to be built first thing in the spring. The Monolith Builders, Inc., are doing the work. The dump house and office, construction of reinforced concrete the same as the elevator, are completed. All steel window sash and fire-doors will be put in.

Otterville, Mo.—The new 10,000-bu. elvtr. of the Farmers Elvtr. Co. is of studded frame construction. The company is still using its old engine for power, but the new equipment includes: Fairbanks 10-ton Auto Truck Scale with steel frame, Auto Truck Dump, Barnard & Leas Cleaner, and Richardson Automatic Scale, new rope drive. The building is covered with galvanized iron. A quantity of old equipment from the old elvtr. wrecked was used. W. C. Bailey had the contract.

#### KANSAS CITY LETTER.

The rate of interest on advances for January has been fixed at 7% by the directors of the Board of Trade.

The Beyer Grain Co. has closed its offices at this point, but will continue to operate at Wichita and other Kansas points.

Albert T. Cook, formerly connected with the Beyer Grain Co., is now floor mgr. on the exchange for the Barnes-Piazzek Co.

Douglas Cain, formerly with the Hinds Grain Co. here, has entered the millfeed trade with an office in the Board of Trade Building. He will operate as Douglas Cain & Co.

The new company formed by Julius Barnes, of Duluth, Minn., and D. F. Piazzek at this market will operate as the Barnes-Piazzek Co. Offices have been opened in the New England Building.

The H. S. Masters Brokerage Co., with offices in the New England Building, has suspended business and Mr. Masters is now connected with the Western Grain Co. in the Gibraltar Building.

The expenses of the Board of Trade last year amounted to \$56,000 and the membership fund is now \$265,000, invested in Liberty Bonds. The exchange also has a \$30,000 insurance fund. About 80% of the expense money was for salaries, market reports and the maintenance of the traffic department.

New officers of the Kaull Milling Co., which has just been reorganized, are: Charles Caton, pres.; H. R. St. John, vice-pres., and Ray Green, all of Concordia, Kan., treas. It is expected that the new plant here and the plant at Glen Elder, Kan., will be put into operation. W. C. Kreger is still mgr. for the company.

All local tariffs affecting switching and reconsignment charges on grain at this market when ordered to connecting lines for delivery or reshipment, are now uniform. The Union Pacific Ry. Co. has eliminated its \$2.50 charge for the service, being the last R. R. Co. at this market to do so. The tariff becomes effective Feb. 10.

The Root Grain Co., of this city, got judgment in the federal court at Kansas City, Kan., for \$3,000 against B. H. Pugh, of Topeka, Kans., on a contract for the purchase of grain for future delivery. Pugh's defense is that he was gambling; but the court instructed the jury that if the Root Grain Co. understood the trades were for actual delivery the speculation was legitimate.

On Jan. 22 Sec'y Bigelow of the Board of Trade sold 50,000 bus. of No. 2 red wheat in store here at auction for the "account of whom it may concern," believed to be grain sold to mills who refused to accept delivery or furnish further margins to protect it. Fifteen thousand bushels sold for first 10 days of February loading at \$1.80, 15,000 for first half of February at \$1.78, and 25,000 for all February at \$1.79.

Installation of the recently elected officers of the Board of Trade was made Jan. 11. Pres. Hargis reappointed C. W. Lonsdale as chairman of the transportation department, with C. M. Hardenbergh, R. J. Thresher, W. B. Lathrop and R. A. Jeanneret as assistants. The Appeals com'ite is composed of G. A. Moore, chairman; J. E. Rahm, H. J. Diffenbaugh, Allen Logan and G. S. Carkener. E. D. Bigelow commences his 25th year as sec'y, with W. H. Frazell as his ass't. H. F. Hall is still treas.

#### ST. JOSEPH LETTER.

The Stanton Grain & Hay Co. has moved into new quarters on No. 13th Ave.

St. Joseph, Mo.—The Midwest Grain Co. has filed a voluntary petition in bankruptcy, listing its liabilities at \$86,000 and assets at \$78,000.

After the new officers were installed the members of the Grain Exchange held a "get-together" meeting. A buffet luncheon was served and a fine musical program was rendered by "home" talent.

J. L. Frederick, of the J. L. Frederick Grain Co., has severed all of his connections with the grain trade here and is now connected with E. F. Leland & Co. as outside solicitor. He will cover their entire territory.

#### ST. LOUIS LETTER.

G. A. Veninga has succeeded the Veninga-Smith Grain Co. at this market.

Culver L. Hastedt and John M. Jones have applied for membership in the Merchants Exchange.

E. Lowitz & Co., who operate a private wire from Chicago to this market, have closed out their cash department.

Henry A. Diamant has been appointed chairman of the publicity com'ite of the Board of Trade and with E. E. Reeves as mgr. of the department things will hum in the publicity office.

The St. Louis Grain Club held its annual meeting Jan. 11 and after one of its famous dinners, elected the following officers: Roger P. Annan, pres.; W. C. McCoy, vice-pres.; E. J. Gissler, sec'y-treas., and J. H. Caldwell, F. B. Chamberlain, W. T. Brooking, Louis T. Hall and A. H. Beardsley, directors.

The report that the J. L. Frederick Commission Co. had discontinued its St. Louis office is entirely false. The J. L. Frederick Commission Co. continues the same as in the past, except that Mr. Frederick will not be actively engaged, owing to other interests, and that the firm will continue to do business under the management of Ed. H. Hasenwinkle and W. R. Spiers as sec'y and treas.—J. L. Frederick Commission Co., per Ed. H. Hasenwinkle.

## MONTANA

Hysham, Mont.—The elvtr. of the Montana Grain Growers Co. burned Jan. 9 with a loss of \$20,000.

Whitetail, Mont.—The elvtr. of the Occident Elvtr. Co. was put into A No. 1 repair recently. A new flour warehouse was also built.—Carl Berger, agt.

Tiber, Mont.—The Montana Emporium Co. built an elvtr. here in 1917, but the house is not in operation. O. J. Wigen is our mgr. here.—St. Anthony & Dakota Elvtr. Co.

Helena, Mont.—G. A. Bailey has direct supervision over our offices at Billings and Great Falls, Mont., and Pocatello, Ida. We have just opened an office at the latter place with A. E. Dornbach as local mgr.—McCaull-Dinsmore Co.

Lanark, Mont.—The elvtr. of the Farmers Elvtr. Co. burned down about 2 years ago and there is no company of that name in existence there now. We are now at Culbertson operating as the Farmers Elvtr. Co.—Louis Peterson, mgr.

Billings, Mont.—Glenn E. Webb of this city is interested in forming the United Elvtrs. Co. for southern Montana, with the intention of securing at least 20 elvtrs. in the vicinity of this city. Mr. Webb also is interested in the Consolidated Elvtr. & Milling Co. of northern Wyoming.

Missoula, Mont.—The old Ravalli Cereal & Flour Mill Co. asked for an order of dissolution Jan. 10. It sold its elvtr. here to the Northern Grain & Warehouse Co., in May, 1919, and that company has been operating the plant as the Ravalli Flour & Cereal Co. The names are confusing.

Helena, Mont.—The toll or conversion charge for mills in this state has been increased recently by the Montana Trade Com'sn, the charge now being 45c per bu. for mills of 25 bbls. per day capacity or under; 40c for mills over 25 bbls. and under 100 bbls.; 35c for mills of 100 bbls. or over. Interior mills 20 miles or more from the railroad charge 50c per bu. In October and November the commission ordered a test run by all public mills of the state and formed its decision from the results of the test. It was found that mills of 100 bbls. or more capacity, which had been allowed a toll charge of only 25c, showed an actual cost of 28.5c per bu. on the average run; mills of 25 to 100 bbls., formerly allowed 30c, showed an actual cost of 35.3c, while the 25 bbl. mills and those still smaller showed a cost of 40.9c, against the 35c allowed them. The cost to a mill located 20 miles or more from the R. R. was 47.3c, against 40c allowed them. The test figures allowed for the actual cost of the manufacturing and overhead charges.

## NEBRASKA

Cushing, Neb.—The T. B. Hord Grain Co. has installed a Hall Signaling Distributor in its new elvtr.

Waterloo, Neb.—I succeeded A. R. Young as mgr. for the Waterloo Elvtr. Co., Oct. 1.—L. B. Gilbert.

Oxford, Neb.—The Farmers Exchange installed a Hall Signaling Distributor in its elvtr. some time ago.

Brainerd, Neb.—I am now mgr. of the Farmers Elvtr. Co. here.—S. J. Racek. (M. Krajicek, reported as mgr., is mgr. at Bruno.)

Clay Center, Neb.—Adams Dienes has succeeded V. F. Chandler as mgr. for the Farmers Union Elvtr. Co. Mr. Chandler has gone to Humboldt, where he will manage an elvtr.

Bruno, Neb.—M. Krajicek is mgr. for the Farmers Grain & L. S. Co. here instead of at Brainerd, as reported. I am mgr. of the Farmers Elvtr. Co. there.—S. J. Racek, Brainerd.

Helvey, Neb.—Mr. Brodenburg has succeeded C. A. Helvey as mgr. for the Farmers Elvtr. Co. Mr. Helvey is now in the live stock business.—I. L. Draucker, Daykin Grain & Supply, Daykin.

Peru, Neb.—The Farmers Co-op. Grain Co., which lost its elvtr. by fire Dec. 22, has bot the elvtr. of Earl Fisher for \$14,000. The company will be reorganized and will increase its capital stock.

Lincoln, Neb.—Adrain F. Barstow, vice-pres. of the Farstow Grain Co., was found dead in the yard of his father's home Jan. 22, shot thru the head. It is believed that he was the victim of robbers.

Daykin, Neb.—Frank Shirey, who has been mgr. for the Farmers Elvtr. Co. since 1916, has resigned to accept a position as mgr. for the W. B. Barstow Co. at Tobias.—I. L. Draucker, Daykin Grain & Supply Co.

Alexandria, Neb.—Mr. Pike has succeeded Geo. Wilson as mgr. for the Farmers Protective Elvtr. Ass'n. Mr. Wilson has quit the grain business permanently.—I. L. Draucker, Daykin Grain & Supply Co., Daykin.

Knox, Neb.—The Farmers Union Elvtr. Co. has completed its new 13,000-bu. concrete elvtr. Equipment includes Fairbanks Engine, 10-ton Fairbanks Auto Truck Scale, Richardson Automatic Scale, Eureka Cleaner, rope drive, Hall Special Leg complete with Hall Non-Chokable Boot, Hall Distributor, Hall Shaft Ratchet or Back Stop, Omaha Buckets, rope drive, plain rail dump, manlift, ring oiling bearings throughout and 5-ply "A" grade rubber leg belts. W. C. Bailey had the contract.

Lincoln, Neb.—The Com'ite on Agriculture has introduced a bill into the house, embodying the recommendations of Gov. McKelvie for the issuance of warehouse receipts against grain in an endeavor to alleviate the money stringency of the farmers. The bill requires that farmers desiring to take advantage of the law must first call on the county clerk and describe the location of the building, which will then be officially designated as a warehouse. A license fee of \$5 is charged. The fee will be used to pay the county warehouse inspector, who will be required to examine and grade the grain in the so called warehouse and issue a legal statement specifying amount and grade of grain. These receipts or statements can then be used by the farmers as collateral for loans.

# The GRAIN DEALERS JOURNAL.

Pawnee City, Neb.—The Farmers Union Co-op. Ass'n is a new farmers elvtr. company just getting started here. I am mgr.—W. S. Potts.

Osmond, Neb.—The Atlas Elvtr. Co. is operating the elvtr., which it owns jointly with the McCauld-Webster Co. The house has been closed for the last 2 years, but is now open. W. Docken is mgr.—W. O. Trotter.

Tobias, Neb.—Frank Shirey, formerly mgr. for the Farmers Elvtr. Co. at Daykin, is now mgr. for the W. T. Barstow Grain Co. H. W. Ellermeier, mgr., is in the hospital.—I. L. Drauck-er, Daykin Grain & Supply Co., Daykin.

Charleston, Neb.—The Farmers Grain & Lumber Co. recently bot out the Van Winkle Grain & Lbr. Co. and Dan J. Kreger is mgr. We have not sold our elvtr. here, as reported some time ago, but are in our 24th business year as grain dealers at this station.—M. N. Otto, owner Otto Bros.

Ruby (Seward p. o.), Neb.—The Farmers Elvtr. Co. here recently petitioned the state railway commission to compel the C. B. & Q. Ry. Co. to install an agt. at the station here. The town is 5 miles east of Milford, where there is an agt., but S. J. Fuller of the elvtr. company claims that in spite of the fact that the town only consists of 6 families, a general store and two elvtrs., it needs a station agt. to take care of the shipments of grain, coal and livestock.

## NEW ENGLAND

Pittsfield, Mass.—The Berkshire Flour & Grain Co., Inc., incorporated for \$120,000; N. Palmer, G. W. Kelsey, Fred F. Griffin and Chas. P. Moran.

North Wilbraham, Mass.—The Valley Grain Co., a New Jersey corporation, thru its pres., H. W. Cutler, has filed a certificate of withdrawal.

Essex, Conn.—The Meech & Stoddard Co., of Middletown, has opened a new grain warehouse here, which was formerly owned by the Reynolds Co.

Boston, Mass.—C. L. Williams, formerly with the Park & Pollard Co. at this market, is now wheat buyer for the Black Rock Milling Co., of Buffalo, N. Y.

Brattleboro, Vt.—Wm. A. Barber, of Greenfield, and Herbert P. Yearly, of this city, have formed the Brattleboro Grain Co. and will begin operations here as soon as repairs on a building bot are completed.

Brattleboro, Vt.—The Valley Grain Co. has filed thru its pres., H. Willis Cutler, a certificate of withdrawal, stating that the company ceased to do business in Vermont on Dec. 31, 1920. This company has been incorporated under the laws of Vermont since 1903.

Boston, Mass.—James T. Knowles has been named chairman of the complaints com'ite of the Grain Board of the Chamber of Commerce. Herbert L. Hammond, Milton L. Cushing, Richard E. Pope and H. P. Van Debogert are his associates. Albert K. Tapper heads the transportation com'ite, composed of Andrew L. O'Toole and Harry Vaughn.

Middletown, Conn.—The Middletown Grain Ass'n elected the following officers at its annual meeting Jan. 10: Pres., Frank E. Boardman; vice-pres., J. J. Daniels; sec'y, John H. Fay. Board of directors: F. E. Boardman, Charles T. Davis, C. W. Kelsey, James McAllister of Cromwell, Robert Addis of Westfield and Earl C. Roberts. Annual reports of com'ites and officers showed the ass'n had a successful year.

Fitchburg, Mass.—The E. A. Cowee Co. of Worcester has bot the 50,000-bu. elvtr. and feed warehouse together with the stock in trade, of the F. F. Woodward Co. of this city. Included in the transfer was the retail department of the Woodward business known as the Fitchburg Grain Co. The E. A. Cowee Co. was founded in West Boylston in 1850 by Ruel G. Cowee and from 1878 until his death in 1912 was operated by the late E. A. Cowee, the main business being moved to Worcester during his proprietorship. In 1912 the company was incorporated. Bertram H. Arnold, treas. and gen. mgr. of the company, will make his home here and will be active mgr. The main offices of the Cowee Co. will be here.—S.

## NEW MEXICO

Clovis, N. M.—We have succeeded the Clovis Mill & Elvtr. Co. and now operate here and at Farwell and Bovina.—C. C. Ridings, sec'y-treas. Cramer Mill & Elvtrs. Co.

Havener, N. M.—We are now installing scale and scale house and later will build our new elvtr. Hope to complete it before next crop.—Cramer Mill & Elvtr. Co., Clovis, N. M.

Levy, N. M.—We have just completed an 8,000-bu. grain house and a warehouse that will hold 5,000 sacks of beans. We reclean all beans at the elvtr. and sack and grade them from the cleaner.—A. M. Zimmerman, sec'y-treas. Farmers Exchange.

## NEW YORK

Madrid, N. Y.—F. H. Kelly & Co. Inc. incorporated for \$50,000 to deal in grain, etc., by F. H. & L. E. Kelly and E. G. Rice.

Buffalo, N. Y.—C. L. Williams, formerly with the Park & Pollard Co. of Boston, Mass., is now wheat buyer for the Black Rock Milling Corporation of this city.

Buffalo, N. Y.—John Parks, well known to the grain and commission trade at this market, will have a booth on the floor of the Corn Exchange and will operate the J. Rosenbaum Grain Co.'s wire.

### NEW YORK LETTER.

Julius H. Barnes of Duluth, Minn., is now making this city his headquarters.

Wilfrid F. Rosar has been admitted to partnership in the Melady Grain Co. He has been associated with the firm for several years.

Chas. V. Gaffney, well known to the grain and hay members of the Produce Exchange, has resigned as buyer for the Wm. Hall Co.

J. A. Ludlow and G. Verbeet have been admitted to membership in the Produce Exchange. James W. Merrill has applied for admission.

James Carruthers & Co. Ltd. of Winnipeg have incorporated under the laws of this state as James Carruthers & Co., Inc. The old name will be retained at Winnipeg.

Henry E. Beardsworth formerly connected with F. N. Gray & Co. has severed his connection with the firm and is now in the freight brokerage business on his own account.

The Long Dock Co. began operating the Erie Elvtr. at Jersey City, formerly operated under lease by the Erie Co., Jan. 22. F. W. Underwood is pres. and T. W. Kane vice-pres. and mgr. of the company now in control.

## NORTH DAKOTA

Pillsbury, N. D.—I have bot the elvtr. of Comer Bros.—O. B. Sorenson.

New England, N. D.—The elvtr. of the Regent Grain Co. burned recently with a loss of \$40,000.

Hebron, N. D.—New officers of the Hebron Roller Mills are Fred Braun, pres.; Geo. Birkmaier, sec'y-treas. and myself mgr.—Val. Unger.

Crosby, N. D.—We are not connected in any way with the Crosby Co.-op. Elvtr. & Trading Co. which is bankrupt.—Crosby Farmers Grain Co. (The former company is now out of business.)

Reeder, N. D.—The Freeman Grain Co. will paint the elvtr. It recently bot of the Healy Owen Hartsell Co. I have succeeded E. L. Lindenberg as mgr. for the Empire Elvtr. Co.—V. Steiber.

## OHIO

Emory Chapel, O.—The Dewine Milling Co. has sold its elvtr. here.

Genoa, O.—The C. A. Powers Grain Co. has increased its capital stock to \$30,000.

Tiro, O.—Leroy Shumacker is now mgr. for the Tiro Equity Union Exchange Co.

Shreve, O.—We are not operating our elvtr. at this point at present.—A. G. Smith Milling Co., Wooster.

Cincinnati, O.—F. L. Watkins and Dan J. Kallaher have applied for membership in the Grain & Hay Exchange.

Renollett (Cecil p. o.), O.—The elvtr. of the Renollett Equity Exchange which was practically destroyed by a cyclone last summer has been rebuilt. It now has a capacity of 25,000 bus., is of cribbed construction, iron clad, and equipped with gasoline engine. The Efficient Erecting Co. had the contract.

Rising Sun, O.—The Farmers Commercial Grain & Seed Co. has let contract to Clemens & Martin for a 20,000-bu. concrete elvtr. to be started in the early spring.

Piqua, O.—While we are still engaged in business, we are doing practically nothing in the grain business and are not operating our malting plant.—J. F. Hubbard, sec'y, Piqua Malt Co.

Hoyleville, O.—The Eagle Grain Co. has completed its 30,000-bu., cribbed, iron clad elvtr. It is equipped with a gasoline engine and all other up-to-date equipment. The work was done by the Efficient Erecting Co.

Cleveland, O.—At the recent annual meeting of the Grain & Hay Exchange an entire new set of officers was elected. The successful candidates are: A. A. Kemper, pres.; Ernest Hart, vice-pres.; W. C. Seaman, treas. and Frank J. Vasek, sec'y.

Thurston, O.—The Thurston Grain Co. has completed its 40,000-bu. studded, iron clad elvtr. The house built by the Efficient Erecting Co. is equiped with the latest machinery for handling ear corn and other grains. It is operated by a gas engine.

Greenvile, O.—I have succeeded J. C. Cole & Son here, having bot their stock Jan. 3. I bot the elvtr. and store room of Townsend Bros. at the same time and now operate as the C. Bayman Grain Co.—C. Bayman, formerly at Columbus. (Mr. Bayman formerly owned an elvtr. at La Rue which he sold, buying another house at Harrod. This elvtr. burned last June.)

Carey, O.—The Farmers Co-op. Co. has completed a 40,000-bu. iron clad elvtr. Its equipment includes: Smith Sheller, 2 Monitor Cleaners, Fairbanks Morse Hopper Scales, Fairbanks Morse Wagon Scales, Western Manlift, Fairbanks Morse electric power, 2 Hall Distributors, 3 stands of elvtr. legs and Western Transmission Machinery. The Reliance Construction Co. had the contract.

Findlay, O.—The new iron clad elvtr. of the Hancock Co.-op. Elvtr. & Supply Co. has a capacity for 30,000 bus. of small grain and 2,000 bus. of ear corn. It was built by the Reliance Constr. Co. and is equipped with Western Cleaner, Monitor Cleaner, Western Sheller, Fairbanks Morse Hopper Scale and Wagon Scale, Western Manlift, Fairbanks Morse Electric Power, Western Distributor, 3 stands of elvtr. legs and Western Transmission Machinery.

Chillicothe, O.—Our elvtrs. are the only ones now being operated here.—Snyder Milling Co. (The elvtr. of the Wedinger Grain Co. which was taken over by the government at Camp Sherman during the war and later leased to the Wedinger Grain Co., is again in the hands of the government which has refused to renew the lease on the house to the grain company. It is understood that it is needed for corn storage at the camp. Farmers are making a vigorous protest over the closing of the elvtr. and a determined effort wil be made to have it leased again.)

### TOLEDO LETTER.

Toledo, O.—Fred Wilkinson is now mgr. for the cash grain department of the Earle B. Slawson Co. He was formerly with the Rice Grain Co.

Toledo, O.—Kent Keilholtz and A. J. Burkart tendered Henry D. Raddatz a farewell dinner just before his departure for a prolonged trip to Florida and Cuba. Many of his friends on change and several from the Chicago Board of Trade were among the guests to wish him "God Speed."

A farewell dinner was tendered Raymond P. Lipe and Jesse Young at the Toledo Club on the evening of Jan. 18. About 70 dealers in grain and seeds were present from this city, Chicago, Minneapolis and other points, and F. O. Padock acted as toastmaster. Humorous speeches were made, giving the pair advice to guide them in their contemplated tour of South America.

## OKLAHOMA

Buffalo, Okla.—I am now mgr. for the Alva Roller Mills Co.—G. E. Porter.

Cordell, Okla.—R. B. Whatley is agt. for the Oklahoma Mill & Elvtr. Co. here.

Nowata, Okla.—Thos. Jamison, now gen. mgr. for the Nowata County Farmers Co-op. Ass'n, succeeded W. A. Whitford who resigned to enter other business.

Tulsa, Okla.—We will not operate a grain or elvtr. business.—August A. Fite & Co., recently incorporated.

Verden, Okla.—The Wichita Flour Mills Corporation has installed a Hall Signaling Distributor in its elvtr. here.

Granite, Okla.—Our new wood and iron, 25,000-bu. elvtr. will be ready to move grain Feb. 1. It has cost us \$15,000 to build.—N. D. Mathews, gen. mgr. Farmers Co-op. Elvtr. Co.

Hinton, Okla.—Sid Gilmore, who has been acting mgr. for the Sun Grain & Export Co. during the inability of Mgr. A. B. Gentry to take care of the business, is now mgr. Mr. Gentry resigned, as he is still suffering severely from wounds on the head received nearly a year ago when an attempt was made to murder him.

Imo, Okla.—The Imo Terminal Elvtr. Co. has let contract to the Star Engineering Co. for its new 100,000-bu. elvtr. The materials are on the ground and work will be started at once. Officers of the company are: J. S. Anglin, pres.; W. H. Peckham, vice-pres.; V. L. Hughes, sec'y; J. L. Dennis and Thomas Braden, directors, and C. R. Kelly, gen. mgr.

Okeene, Okla.—The Farmers Union Co-op. Exchange has started work on its new 30,000-bu. elvtr. It will be of tile construction and will consist of 4 tanks with 4 connecting bins. A warehouse will also be built. The plant will cost \$25,000 and is to be ready Mar. 1. The elvtr. will be 60 ft. high and the warehouse 60 x 32 ft., with a full basement. The latest machinery will be installed.

Henryetta, Okla.—The loss on our elvtr. which burned Dec. 24, was about \$16,000 on the building and \$2,000 on the stock. Was pretty well insured. Have no definite plans as to rebuilding at present. Our feed and our flour warehouse was 2 blocks from the elvtr. so that it was not damaged and this part of the business will not be interrupted.—J. D. Eubank, Henryetta Mill & Elvtr. Co.

Sentinel, Okla.—The Cameron Grain Co., of Wichita, Kan., has bot the elvtr. of W. H. Titus, formerly known as the Orient Grain & Coal Co. The elvtr. has been operated under lease for the last year by W. E. Titus who is now located at Cherokee, Okla. He writes that he expects to buy or lease several elvtrs. in the state in the spring. J. R. McCann is temporary agt. for the new company here. (This sale was reported at Titus thru error in the Jan. 10 number of the Journal.)

Carnegie, Okla.—The probable cause of the fire that destroyed my elvtr. Dec. 29 was a monkey wrench that was dumped with a load of corn and went thru sheller into the cob house, where the blaze was first discovered. The building was a total loss, but was partially covered by \$7,000 insurance. The grain loss was covered fully. Will rebuild a larger plant, about 20,000 bus. capacity, of frame, iron clad, and will install electric motors, corn machinery and wheat cleaner. The Grain Dealers Fire Ins. held all the insurance and was very prompt in settling the loss thru F. S. Rexford, adjuster. The grain was salvaged by the Williams Grain Co., Kansas City.—J. R. Thomas.

Durant, Okla.—The entire assets and equipment of the Durant Grain & Elvtr. Co. was taken over by the Durant Milling Co., Dec. 31. The two plants have been consolidated and a \$250,000 corporation will be formed to operate them. The officials of the company will remain the same, while E. W. Stewart and W. F. Pendleton will be added as directors of the new company, making the present directors as follows: Jas. R. McKinney, Durant; B. A. McKinney, Dallas; J. Lloyd Ford, Shawnee; O. S. Grimmett, Madill; H. J. Stromberg, Ardmore; E. W. Stewart, Durant; W. H. Colby, Madill; W. F. Pendleton, Durant, and T. F. Gwaltney, Durant. T. F. Gwaltney will remain as pres. and gen. mgr. of all the Durant Milling Co.'s plants, with headquarters in this city. E. W. Stewart will be mgr. of the local plants, which are located at Durant, Madill, Ardmore, Caddo, Boynton, Milburn, Bennington and Woodville.

## OKLAHOMA CITY LETTER.

C. C. Stoval, supt. of the Western Weighing and Inspection Buro, of this city, died Jan. 7 of pneumonia.

We are progressing quite well in the sale of our securities. The financial stringency is less tense. We have an option on a good site.—P. L. Jacobson, sec'y, Oklahoma Terminal Elvtr. Co.

A ridiculous price fixing bill has been introduced by Senator W. H. Woods of Purcell, to declare all merchants public utilities and their prices to be set by the Oklahoma State Fair Price Commission, also to be created by S. B. No. 86.

The 24th annual convention of the Grain Dealers Ass'n of Oklahoma wil be held in this city, at the Skirvin Hotel May 18-19th. Usually our convention starts on Tuesday, however, we have been forced on account of hotel congestion in this instance to make the change from Tuesday and Wednesday, to Wednesday and Thursday.—C. F. Prouty, Sec'y.

House Bill 21 and Senate Bill 13 provide for a warehouse system for Oklahoma by the investment by the state board of agriculture of \$1,000,000 to be appropriated in bonds of farmers' co-operative ass'ns at not more than 5% interest per annum. The job of state warehouse superintendent is created with a salary of \$3,600 a year; and the Board of Agriculture is authorized to employ other persons to carry out the provisions of the act. Sec. 6 provides that the state warehouse superintendent shall have power to lease warehouses.

Senator Cordell has introduced Senate Bill No. 28 declaring it to be a misdemeanor to discriminate in buying or selling between different sections or towns, freight considered, for the purpose of destroying competition. The senate com'ite on agriculture has favorably reported on Bill No. 31, amending the trust and pool law of 1910 to apply to persons engaged in buying, and preventing discrimination between different towns and different persons with the intent to restrict trade. Country dealers should write their state representatives opposing S. B. No. 31.

## OREGON

Union, Ore.—Our elvtr. has a capacity of 67,500 bus. of grain and is of concrete tank construction.—Union Flouring Mill Co.

## PENNSYLVANIA

Philadelphia, Pa.—H. B. Vassel & Sons suffered a fire loss of \$60,000 when its grain and feed plant burned, Jan. 17. The loss is covered by insurance.

Philadelphia, Pa.—The annual election of officers of the Commercial Exchange is being held today. The election of C. Herbert Bell as pres., Horace Kolb, vice-pres., and E. H. Price as treas. are assured, no other nominees being named for the offices. Six new directors will be chosen however.

Pittsburgh, Pa.—The Central Grain Elvtr. is being remodeled and repaired, but the work is progressing very slowly and it will be some time before it will be able to operate at full capacity. The house was badly wrecked by an explosion and fire some years ago. Notice that the elvtr. will not be able to operate normally and that special arrangements must be made has been posted on the exchange.

Mifflinburg, Pa.—We incorporated for \$59,000 and have erected a new building with a capacity of 9 carloads, besides a warehouse of 35x30 ft. attached to elvtr., which is 44x30 ft., 3 stories and basement. Machinery is all modern, including automatic weigher, receiving separator, attrition mill, corn sheller and cob crusher, also wagon dump. We will sell grain in carload lots and handle seeds and feeds of all kinds.—M. R. Meinch, pres. Farmers Exchange.

## SOUTH DAKOTA

Kranzburg, S. D.—I am now mgr. for the Farmers Elvtr. Co.—Anton Marx.

McLaughlin, S. D.—C. Howard Hartung is our mgr. here.—McLaughlin Equity Exchange.

Menno, S. D.—I am now located at Mitchell.—Henry Hafner, formerly mgr. for M. K. Hofer.

Java, S. D.—John Bower & Sons do not operate here now. They have moved.—W. F. Ewald.

Bushnell, S. D.—R. Miller is now mgr. for the Liberty Grange Corporation and S. B. Elston is my mgr.—E. T. Alguire.

Ree Heights, S. D.—We have rebuilt our office and engine room which burned Dec. 28.—J. L. Struse, agt. G. W. Van Dusen & Co.

Huffman, S. D.—The elvtr. of the Cargill Grain Co. at this station is closed.—Elmer Heitman, mgr. Equity Exchange, successors of Equity Union Elvtr. Co.

Sioux Falls, S. D.—Chas. G. Bruner, on the road for W. M. Bell & Co., was recently married and all the boys are congratulating him.

Henkin (Madison p. o.), S. D.—The Henkin Elvtr. Co. has succeeded the Farmers Co-op. Elvtr. Co. The house is owned by Joe Henkin who lives in Madison.

Claire City, S. D.—C. N. Worcester is mgr. for the Farmers Grain & Fuel Co. and E. A. Ripley is agt. for P. B. Greenfield.—Miller Elvtr. Co., J. R. Price, mgr.

Cresbard, S. D.—C. A. Agar has succeeded C. H. Rawley as mgr. for the Farmers Elvtr. Co. and will remain until July 1.—D. A. Langford, agt. Eagle Roller Mill Co.

Madison, S. D.—A. F. Espie is now agt. for the Merchants Elvtr. Co. and E. W. Ketchum & Son have succeeded the Farmers Union.—Mark Aus, sec'y and mgr. for the Madison Mill & Grain Co.

Claire City, S. D.—We have just completed the installation of a 5-h.p. electric motor and electric lights in our elvtr. The Farmers Elvtr. Co. has also equipped its elvtr. with lights.—J. R. Price, agt. Miller Elvtr. Co.

Watertown, S. D.—The elvtr. of the McBath Grain & Coal Co. is closed. Regular firms operating here now are Stokes Milling Co., Selmsen Fuel & Grain Co., Creaser-Jacobs Co. and the Farmers Elvtr. Co. for which I am sec'y and mgr.—J. F. Sankey.

Verdon, S. D.—Ray Strauck is now mgr. for the Farmers Union Grain Co. and Earl Palmer is our agt. B. F. Smith manages the Eagle Roller Mill Co. here and these 3 firms are the only regular dealers here. Some scoop shoveling going on.—G. W. Van Dusen & Co.

White Lake, S. D.—The elvtr. of the Farmers Elvtr. Co., containing 3,500 bus. of grain, burned Jan. 13 with a loss of \$20,000. A car of flaxseed which had just been loaded and was still on the elvtr. siding also burned. It is thought the fire was of incendiary origin.

Kingsburg, S. D.—The 20,000-bu. elvtr. of the Farmers Elvtr. Co., replacing the house burned last spring, has been completed by the Younglove Constr. Co. which had the contract. The house is of wood construction with lap siding and an asbestos roof. It is operated by a gas engine.

Lebanon, S. D.—There are only 2 elvtrs. doing business at this point at present. The old elvtr. of the Farmers, operated as the Lebanon Equity Exchange, burned a year ago and we beat out the Eagle Roller Mill Co. W. F. Eischach is our mgr.—Lebanon Equity Exchange.

Meckling, S. D.—The suit by the McCaul-Webster Elvtr. Co. against Steele Bros., of this place, was decided by the Supreme Court Jan. 15 in favor of defendant, a mistake having been made by both parties to the contract made Oct. 21, 1917, for the delivery of 5,000 bus. of corn by Steele Bros. The latter never cashed the check for \$50 given to bind the sale.

Pierre, S. D.—The McCaul-Webster Co. recently filed a petition with the board of railroad commissioners asking that the board establish a general rule authorizing elvtrs. in this state to limit the period of storage for grain to April 1 of each year, and the commission on Jan. 25th authorized regularly licensed grain elvtrs. operating as public warehouses in the state to limit period of storage for shelled corn to April 30 of each year.

## SOUTHEAST

Birmingham, Ala.—I am now with the Johnson-Holley Co. here.—W. A. Holley, formerly at Jackson, Tenn.

Tampa, Fla.—The interests of R. D. Miller in the Miller-Jackson Grain Co. were transferred to F. D. Jackson and the interests of Mr. Jackson in the Miller-Jackson Supply Co. were transferred to Mr. Miller Jan. 1. The present capitalization of the Miller-Jackson Co. is \$400,000. Mr. Jackson becomes pres. and gen. mgr. of the firm and it is said will immediately put into effect an employer-employee co-operative program. A. G. Webb, who has been sec'y of the Miller-Jackson firm since its organization, became 1st vice-pres., and T. L. Walker, traveling salesman for 11 years, becomes 2d vice-pres. A. D. Hagadorn, who was with the I. W. Phillips Co. and with O'Berry & Hall before joining the grain company, is sec'y, and W. R. Turner is treas.

# The GRAIN DEALERS JOURNAL.

Jacksonville, Fla.—Farris & Co. have incorporated to deal in grain, livestock, etc., for \$100,000. H. E. Farris is pres., R. E. Farris, vice-pres., and Ralph A. Farris, sec'y.

Atlanta, Ga.—New officers of the Atlanta Commercial Exchange are J. R. Bachman, pres.; E. A. Hanna, 1st vice-pres.; Sam'l Martin, 2d vice-pres.; J. H. Taylor, 3d vice-pres.; H. B. Watkins, treas.; and J. Hope Tigner, sec'y-supt. Directors are T. J. Brooke, W. S. Gilreath, Jos. Gregg, Sr., J. J. Williams, J. R. Ellis, Jr., Robt. A. Smythe, Geo. C. Speir, Henry Hillbrath, E. P. McBurney, L. Jordon, Sam'l Martin, F. N. Inman, J. H. Taylor, Leo Ashcraft and F. R. Duerr.

## TENNESSEE

Jackson, Tenn.—I am now with the Johnston-Holley Co. at Birmingham, Ala.—W. A. Holley.

Nashville, Tenn.—John A. Jones, pres. of the J. A. & O. L. Jones Mill & Elvtr. Co., died Jan. 22. He had been in the grain and milling business here for many years and is sincerely mourned by a large circle of friends and associates in the trade. He was also gen. mgr. of the company at the time of his death. He is survived by his wife and 4 children. Two of his sons, O. L. and Robt. H., are interested in their father's company.

### MEMPHIS LETTER.

Marshall Mott has let contract to Clemans & Martin for a 15,000-bu. grain storage plant.

Lee D. Jones has passed the crisis of his illness and unless complications set in will soon be able to take his accustomed place on the board. He was however for a time a very sick man. Pneumonia caused all the trouble.

Voting for officers of the Merchants Exchange was halted for a few moments, Jan. 8, while an oil painting of former Sec'y Nat L. Graves, who died in 1918, was unveiled. The painting will hang over the main entrance to the exchange trading floor and will look down on the scenes so familiar to the original who was sec'y for 27 years. Ex-Pres. F. W. Brode was master of ceremonies.

The Quaker Oats Co. here operates Elvtr. "A" with a capacity of 70,000 bus., divided into 30 bins of from 300 to 4,500 bus. capacity. This building with the space occupied by the grain drier is 30x60 ft. with a track shed of 34x90 ft. The elvtr. and drier house are built entirely of reinforced concrete. Elvtr. "B" has a capacity of 170,000 bus. divided into 15 bins, 13x6 ft. in diameter by 90 ft. deep, built of reinforced concrete. The Leonard Construction Co. had the contract for both elvtrs.

## TEXAS

Ecla, Tex.—I am now mgr. for the Ecla Grain Co.—R. T. Aberold.

Kress, Tex.—The Farmers Mill & Elvtr. Co. has completed its 13,000-bu. elvtr.

Abilene, Tex.—The Yarbrough Mill & Elvtr. Co. has equipped its elvtr. with 2 Hall Signaling Distributors.

Cisco, Tex.—The Cisco Grain & Elvtr. Co. incorporated for \$15,000 by H. J. Bradfish, F. E. Allen and Thelma Bradfish.

Houston, Tex.—The Oliver Cranson Grain Co. incorporated for \$75,000 by Oliver Cranson, R. T. Giraud and M. L. Forbes.

Fort Worth, Tex.—The Transit Grain & Commission Co. incorporated for \$50,000 by Leo Potishman, Young DeWitt and Frank King.

Dalhart, Tex.—Our new elvtr. has a capacity of 15,000 bus. and is equipped with motors. J. V. Glenn is mgr.—Dalhart Equity Exchange.

Plainview, Tex.—The L. E. Gearley Grain Co. has entered the trade here. Offices are in the Perry Motor Building with L. E. Gearley in charge.

Crosbyton, Tex.—We have a new 25,000-bu. elvtr. equipped with the latest type of machinery including a cleaner. The White Star Co. had the contract. Our officers are R. A. Crasby, pres., W. L. Hendrick, gen. mgr., W. F. Wilson, local mgr. and sec'y and W. L. McClung, treas.—Farmers Elvtr. Co.

Floydada, Tex.—The Floydada Mill & Elvtr. Co. reports that it needs a larger engine as the one it has is entirely too light for its work. We operate by 2 motors but there are 4 elvtrs. here operated by gas engines. The Marshall Grain Co. may buy a new engine also.—J. A. Carruth, mgr. Plaines Grain Co.

Canyon, Tex.—The Farmers Union has appointed a com'ite to inspect elvtrs. with a view of finding a suitable plan for a house here. Henry F. Miller is on the com'ite.

Ft. Worth, Tex.—Bert K. Smith of the Smith Bros. Grain Co. has been seriously ill from the results of a nervous breakdown. He is however reported to be on the high way to recovery.

Ft. Worth, Tex.—Among the bills to be introduced during the present session of the state legislature is a bill prepared by a com'ite of senators, representatives, lawyers and others, placing the telephone and telegraph companies under the control of the Railroad Commission, also other public utilities. We have been fighting for this step for many years. Some of the very people who opposed this measure so strongly are now fighting hardest to have these utilities placed under the control of the Railroad Com'sn.—H. B. Dorsey, Sec'y, Texas Grain Dealers Ass'n.

## UTAH

Brigham City, Utah.—Emery J. Rees and Lee Glenn have bot the controlling interest in the plant of the Jensen Bros. Milling & Elvtr. Co. and Mr. Rees will be mgr.

## WASHINGTON

Mohler, Wash.—The Independent Grain Co. incorporated for \$32,500 by L. P. Turner, Wm. Tonke and Ed Gooley.

Spokane, Wash.—Fred A. Graham, for 20 years a prominent grain and hay broker at this market, died Jan. 9 from the effects of an operation performed 3 weeks previously. He was 46 years old and came to this city from Anoka, Minn. He was first associated with the Washington Grain & Milling Co. Later he was a partner of the late W. B. Foster in the Central Grain Co., sold in 1915 to Riley Bros.

## WISCONSIN

Delavan, Wis.—Jacob Hetzel, of Elizabeth, Ill., has bot the mill and elvtr. here.

Manitowoc, Wis.—The elvtrs. of the Bartlett-Frazier Co. have been opened and are now receiving grain.

Riplinger, Wis.—J. C. Parel & Co. have incorporated for \$10,000 by J. C. Parel, Fred and B. F. Riplinger.

Seymour, Wis.—Seymour Equity Exchange incorporated for \$20,000 by T. Delemeter, H. Maass and J. Groat.

Chippewa Falls, Wis.—The Consolidated Milling & Elvtr. Co. has increased its capital stock from \$50,000 to \$80,000.

Mauston, Wis.—Jos. Allaby and Pat McCarthy have dissolved partnership and Mr. McCarthy will continue the business.

Dundas, Wis.—J. D. Cox has bot the elvtr. and warehouse, including the stock and machinery of the American Co-op. Ass'n..

Spring Valley, Wis.—The Farmers Elvtr. & Implement Co. has completed a \$27,000 elvtr. M. Kerg is mgr. and M. Kuehl ass't mgr.

Cedarburg, Wis.—The Farmers Co-op. Supply Co. has bot the elvtr. of J. H. Dunne but will not operate it until the organization of the company has been completed.

Osceola, Wis.—Miles H. McNalley, of New Richmond, has been appointed trustee for the defunct Osceola Mill & Elvtr. Co. C. F. Lamb and C. C. Ladd principal owners. The affairs of the company had gradually become more and more involved for some time past. The company had been operating mills in Osceola, this state, Cokato, Minn., and Fairmount, N. D., and a line of 17 elvtrs. This property Mr. McNally will take over under his trusteeship, and some of it will be operated temporarily. The book value of the assets is \$497,000 while the liabilities total \$375,000.

Taylor, Wis.—When we remodeled our elvtr. we enclosed the driveway and installed an 8-ton Fairbanks Dump Scale. We also put a 1,000-bu. Richardson Automatic Scale in the cupola and installed in the elvtr. a cleaner, Strong Scott Manlift, a new leg driven by a 5-h. p. motor, another cleaner with 3-h. p. motor, a 24" Monarch Attrition Mill driven by two 20-h. p. motors and a 10-h. p. motor for corn machines and elvtrs. We also have a motor driven Clipper Seed Cleaner. All buildings are electrically lighted throughout.—M. Overby, mgr. Overby & Farmers Grain Co.

Osceola, Wis.—All grain in the elvtr. of the Osceola Mill & Elvtr. Co. was ordered shipped out and the plant closed following the appointment of a receiver for the company.

## MILWAUKEE LETTER.

Arthur B. Gutheil has been admitted to membership in the Chamber of Commerce.

The F. Wendt Grain Co. has been incorporated to succeed F. Wendt & Co. Capital stock \$40,000. Fred Wendt, Sr., and Jr., and H. S. Wendt are incorporators.

The Minnesota Malt & Grain Co. has incorporated under the laws of this state with a nominal capital of \$1,000. A. Tighe and Burr F. Sprague are given as attorneys.

James L. Foley, an old time grain man and member of the Chamber of Commerce, died at his home in Wauwatosa, at the age of 77. He was a member of the Chamber of Commerce's company in the Civil War and served thru all of the campaign.

## WYOMING

Douglas, Wyo.—The Grain & Storage Co., G. L. Payne, mgr., has decided to build an elvtr. here in the spring.

## New Seed Law for Indiana Introduced.

A pure seeds bill H. B. 99 was introduced into the lower house of the Indiana legislature on Jan. 19 by Representative Malott.

Previous to its introduction a com'ite representing the Indiana Grain Dealers Ass'n met with a com'ite representing the Indiana Farmers Ass'n to consider the effect of such an act.

Chairman Hutchinson of the com'ite representing the Indiana Grain Dealers Ass'n says there are many things in the bill which will be gone over and ironed out when it comes up for hearing in the house.

The bill provides that each package of seeds weighing more than one pound must be correctly and conspicuously labeled to show the parity of the seeds, what they test and the maximum amount and character of the seeds of "noxious weeds" contained.

The director of the experiment station of Purdue University would have the duty of administering the act and would be provided with a laboratory, inspectors and assistants to make inspections of any seeds sold for seeding purposes within the state. The expense of the work would be defrayed through the sale of labels or stamps for the packages of seeds which are required on each package.

Certain exceptions to this requirement are made in the cases of farmers selling and delivering the seeds of their own raising. A person selling seeds only becomes a vendor under the terms of the act, when he advertises the seeds for sale by means of circulars through the daily mails or through the press. Seeds sold for use outside the state also are exempt.

Violation of the act consists of incorrect labeling of the package of seeds, which is made a misdemeanor and punishable by a fine of from \$10 to \$100.

CORN PRODUCTION as a grain crop in England was attempted many years ago by Prof. Biffen of Cambridge University. Gehu, Eighty-day white and other early maturing varieties of corn were selected for the experimental work. In 1914 Prof. Biffen turned the work over to R. C. Punnett who conducted a series of experiments with the seed selected by the professor. After three years, or in 1917, Mr. Punnett reported that he had secured a yield of 39 bus. of corn per acre. In 1918 after a very careful selection of seed the white corn yielded 61 bus. acre and the yellow corn averaged 47 bus. per acre. At the conclusion of his experimental work Mr. Punnett suggested that corn was one of the most suitable feeding grains the small farmer in England could produce.

# Feedstuffs

EAST PEMBROKE, N. Y.—George B. Price & Son have started work on their new feed mill.

ALDEN, N. Y.—F. J. Young has purchased the Perry Feed Mill of this city from C. E. Perry.

TORONTO, QUE.—The Vitex Feed & Milling Co. has been incorporated with a capital stock of \$1,000,000.

ST. LOUIS, Mo.—The feed department of the Temtor Corn Products Co. is now located in new quarters.

STILLWATER, OKLA.—The feed business of H. B. Huckstep has been purchased by the Stillwater Produce Co.

DOUGLAS, Wyo.—The Western Alfalfa Milling Co. contemplates the erection of an alfalfa mill at this station.

SIOUX CITY, Ia.—Creditors of the bankrupt Alfalfa Products Co. have ordered the sale of the \$40,000 plant.

SHELBY, N. C.—The Hickory Seed Co. contemplates the handling of a line of feedstuffs in connection with its seed business.

CARIBOU, MAINE.—The feed mill and the potato warehouse of the Mitton, Boland & Bishop Co. were damaged \$40,000 by fire.

KNOXVILLE, TENN.—The Hackney, Kearns & Lackey Co. is the name under which the reorganized Hackney Feed Co. is being operated.

AN OVERPRODUCTION of alfalfa is feared if the cotton planters devote their irrigated acres to this grass, as formerly in the Southwest.

EXTENSIVE USE OF BUCKWHEAT in poultry feeds has greatly increased the demand for that grain according to a large handler of buckwheat.

MAUSTON, WIS.—The partnership of Allaby & McGarty has been dissolved and the business will be conducted in the future by Pat McGarty.

WATHENA, KAN.—The Farmers Alfalfa Milling Co., a subsidiary of the Triangle Milling Co., of Kansas City, was recently damaged \$25,000 by fire.

DALTON, GA.—The Barrett, Denton & Lynn Co. has registered the word "HO-CO" written in large capitals as its trademark No. 130-155 for use on stock feeds.

AUBURN, WASH.—The feed mill and warehouse of the Vollmer-Clearwater Co. was recently damaged \$30,000 by fire. Loss was partially covered by insurance.

TORONTO, ONT.—The Canadian Vitex Feed & Milling Co. Ltd. has been incorporated with a capital stock of \$1,000,000. The company will erect a branch plant at London to cost \$25,000.—B.

## Exports of Feedstuffs.

November exports of feedstuffs, compared with November, 1919, and for the eleven months ending November were reported by the Bureau of Foreign and Domestic Commerce as follows:

	November		11 mos ending Nov.	
	1920	1919	1920	1919
Bran and mids, tons	127	164	2,972	4,175
Coconut cake, lbs.	.....	.....	518,170	.....
Corn oil cake, lbs.	87,113	.....	129,613	963,980
Cottonseed cake, lbs.	79,510,130	82,169,080	213,541,285	325,373,291
Cottonseed meal, lbs.	4,519,226	22,043,343	17,361,952	223,787,225
Dried grain malt sprts., tons	9	108	374	1,752
Linseed cake, lbs.	22,208,385	31,769,490	185,558,437	289,829,300
Linseed meal, lbs.	1,618,000	469,080	11,243,696	25,305,065
Millfeed, tons	1,157	985	10,184	11,672

MILWAUKEE, WIS.—H. Jahns, Jr., for over two years with Runkel & Dadmun, has gone with Kneisler Bros., dealers in feed and hay, as manager of the grain department.

STANDARDIZATION of meal and flour sacks was the subject of a hearing Jan. 22 by the Consolidated Classification Com'ite at Chicago, Ill. No decision was announced.

COLUMBUS, O.—I have purchased the interest of George W. Bollinger in the brokerage business and confine myself strictly to the brokerage of flour and feed.—Harry B. Apple.

OIL CAKE shipments from Minneapolis, Minn., during December were considerably below the shipments of 1919 or 11,301,658 lbs. compared with 15,774,227 lbs. shipped during December, 1919.

KANSAS CITY, Mo.—Douglas M. Cain, for many years manager of the millfeed business of the Hinds Grain Co., Kansas City, Mo., has opened an office to deal in feeds and flour on his own account.

PASADENA, CALIF.—The A. T. Amber Grain Co. contemplates using its mill as a special feed manufacturing plant and has secured the services of F. C. Butler of Alhambra, Calif., a well known feed man.

DES MOINES, Ia.—Sargent & Ash Mills will have the machinery installed by the end of next week, and expect to commence business about February 1. The company will manufacture various kinds of feeds.

DOOTHAN, ALA.—J. J. Daring, who until recently was in the grain business at Chipley, Fla., has purchased the Brandon Grain Co. of this city and will operate it under his own name, specializing in chop feed and corn meal.

FT. WILLIAM, ONT.—The Canadian Feed Manufacturing Co. of this city sold its mill to Davidson & Smith. In the future the mill is to be operated as the Davidson & Smith Mill and will be in charge of George C. Riegger.

GRAND RAPIDS, MICH.—We recently incorporated our business with a capital stock of \$25,000. We buy and sell feeds in carlots. The corporation succeeds a partnership of the same name (Dad and 6 sons).—M. R. Elenbaas, M. J. Elenbaas & Sons.

PAYSON, UTAH.—The Utah Valley Milling & Produce Co. which operates an alfalfa meal mill at this point has authorized the sale of a portion of the stock remaining in its treasury, in order to increase its facilities and to have a larger working capital.

MERIDIAN, MISS.—John M. Wilson has registered the picture of a top across which is written the word "Meridian" and the picture of a top across which is written the word "Green Top" as its trademarks No. 137,346 and 137,347, for use on stock and poultry feeds.

DAVENPORT, IA.—The Purity Oats Co. has registered a rectangular design made up of small diamond shaped figures surrounding a larger diamond shaped figure thru which is written the word "Purity" as its trademark No. 134,659 for use on various kinds of horse, cattle and chicken feeds.

FEED DEALERS of the U. S. Feed Distributors Ass'n who do not agree with the findings of the Arbitration Board may appeal their troubles to the newly appointed appeals com'ite which consists of H. A. Smith, Buffalo, N. Y.; C. M. Woodward, Kansas City, Mo.; and A. M. Blaisdell, Minneapolis, Minn.

CHANGES desired in New York's drastic feed law have been approved by the American Feed Manufacturers Ass'n, the New York Feed Manufacturers Ass'n and the New York Millers Ass'n. The changes which were presented to the New York legislature on Jan. 12 include the exempting of pure whole grains ground together from being classed as a concentrated feed and exempting of feed contained in white or light colored sacks from being required to carry tags.

NEW MEMBERS of the U. S. Feed Distributors Ass'n include The Corbin Flour Co., Chicago, Ill.; I. S. Joseph Co., Minneapolis, Minn.; General Commission Co., Kansas City, Mo.; Schreiber Milling & Grain Co., St. Joseph, Mo.; Clover Leaf Milling Co., Buffalo, N. Y.; and the Blaisdell Milling Co., Minneapolis, Minn.

FEED DEALERS in Ohio are warned by the state officials not to handle feeds not licensed by the manufacturer. One manufacturer outside the state refuses to settle for license and owes the state \$120 and under the law the state can proceed against each of the 20 Ohio dealers who have handled feeds from this factory, collecting \$20 from each.

"ALL EGGS except those which are moldy or which have black rot or crusted yolks are satisfactory for use in the manufacture of stock or poultry feed and may be shipped if properly denatured," is the substance of a recent announcement of the Bureau of Chemistry, U. S. Dept. of Agriculture. The denaturing of eggs to be used in poultry feed consists of cooking the eggs until they are hard and then grinding them shell and all. For stock feed the eggs should be removed from the shell cooked and then mixed with cotton seed or other meal. The denaturing process is ordered to insure the eggs against being used for human food.

USE OF WEED SEEDS and other objectionable materials in the manufacture of linseed meal is a violation of the Food & Drugs Act according to the following statement issued by the Bureau of Chemistry, U. S. Dept. of Agriculture: It has come to the bureau's attention that some manufacturers of linseed meal are putting out a product containing excessive weed seeds and other foreign materials. In some instances screenings cake is added by grinding with the linseed cake. In other instances the foreign materials find their way into the finished product through failure to remove them by employing the most improved commercial processes of cleaning. A product of this character if sold as linseed meal is clearly defined by section 7 of the Food and Drugs Act as adulterated and will be proceeded against accordingly if brought within the jurisdiction of the law.

AGRICULTURAL ACTIVITY in Belgium is on the increase. Thru the assistance of the Belgian Agricultural Department 41.6% of the 148,260 acres of war swept tillable territory were ready for crops on Oct. 1, 1920. Total acreage cultivated in 1920 was 3,311,165 acres or 320,601 acres more than was cultivated in 1919. The acreage devoted to the production of rye, winter barley, oats and flax considerably increased while the acreage devoted to wheat, beans, peas, spelt and lentils was less than the 1919 acreage. During the war the use of fertilizer in Belgium was considerably curtailed because of a scarcity. Its use is now prevalent in spite of the present high prices.

## Wheat Oklahoma's Best Paying Crop.

According to figures compiled by the Oklahoma Crop Reporting Service wheat was the best paying 1920 crop per acre in that state, bringing the producer an average of \$21.60 per acre. Barley was the next best crop, bringing the farmer \$17.28, corn \$15.12 per acre and oats \$14.08 per acre.

Last year barley took the honors, bringing the farmer \$36.60 per acre. Corn came next, bringing \$30.48, followed by wheat, bringing \$28.70 per acre and oats \$23.10 per acre.

These figures were based on the prices effective on Dec. 1 when the Oklahoma farmer received approximately the following amounts: Corn, 54 cents; wheat, \$1.35; oats, 44 cents, and barley, 72 cents. The figures on which the prices for 1919 were based were in effect on Dec. 1, 1919, and follow: Corn, \$1.27; wheat, \$2.05; oats, 70 cents; and barley, \$1.22.

# The GRAIN DEALERS JOURNAL.

## Grain Carriers

A PORT strike is expected in Argentina.

ROADS are bad and this keeps down grain hauls to stations.—A. C. Johnson, v. p., C. & N. W. R. R.

THE PER DIEM rate will not be reduced or suspended at this time, according to an announcement of the American Railway Ass'n.

CONGESTION is the reason given by the Canadian Northern for the establishment on Jan. 22 of an embargo against wheat shipments to Duluth.

SHIPPING BOARD VESSELS are reported by Pacific Coast exporters to be carrying grain to the United Kingdom for \$16 per ton, compared with a rate of \$15 per ton on foreign vessels.

EXORBITANT rail rates and their affect on the grain hay and feed dealer is clearly explained in a letter from an Indiana shipper and receiver which appears elsewhere in this number.

THE EMBARGO against the export of wheat, flour, buckwheat and barley from Manchuria, established by the Chinese Government was the cause of a recent protest sent to China by Japan.

THE AVERAGE number of car surpluses for the week ending Dec. 31 was 197,733, while the shortage was only 3,808 cars, over 2,000 of which were coal cars. The surplusage of box cars was 147,487.

THE CANADIAN Millers Ass'n at a recent meeting at Toronto, Ont., considered action to be taken to forestall any attempt of the lake carriers to shift the charges for trimming and shoveling onto the grain shipper.—B.

GRAIN AND FLOUR rates from North Pacific Coasts to England have been reduced from \$18 to \$15 per ton by United States Shipping Board vessels. Dutch tonnage is reported to have been offered for \$14.60 per ton.

FIRST CANADIAN grain to be shipped from Vancouver, B. C., direct to Europe, will be carried on the U. S. Shipping Board vessel "Effingham" late this month. The cargo will comprise 2,000 tons of No. 1 northern wheat.

AN ORDER requiring the Missouri Pacific to divert interstate passenger trains daily to Cartersville, Mo., handed down by the Missouri Public Utilities Commission, was recently declared invalid by the Interstate Commerce Commission.

INCREASED CHARGES on export and coastwise shipments of rice and rice products to ship-side at New Orleans, La., have been found by the Interstate Commerce Commission to be unjustified; and the suspended schedules have been ordered canceled, in Docket No. 1204.

SHIPPERS of hay in South Dakota and Montana are losing money on account of the exorbitant rail rates on that commodity. Prices in Chicago on Jan. 24 ranged from \$16 to \$24 per ton for alfalfa hay and the rail rates on many Dakota and Montana shipments ran as high as \$13 per ton.

EXORBITANT wages are paid shop employees under the rules adopted by the federal railroad administration, testified E. T. Whiter before the Labor Board at Chicago Jan. 11. Under rule 7 a machinist who worked at different jobs during a spread of 8 hours was paid for 16½ hours.

A NEW RAILWAY which will tap a great grain producing territory is the Golden Belt R. R. which has applied to the Interstate Commerce Commission for permission to operate. The line, which is to carry grain exclusively, is to be financed by the farmers thru whose country it extends, will be 64 miles long and connect Hyacinth, Kan., with Great Bend, Kan.

SIDE TRACK lease jurisdiction is not held by the Interstate Commerce Commission, states Clifford Thorne and attorneys for the Grain Dealers National Ass'n, and Farmers National Grain Dealers Ass'n, in a brief taking a position opposed to that of the National Industrial Traffic League in Docket 11545.

MILLING, cleaning, storing and other treating of grain in transit privileges effective on California carriers are to be investigated by the California Railway Commission. Two hearings on the subject are to be conducted by the commission at Los Angeles on Feb. 24 and Mar. 3 and most of the carriers operating in California have been asked to appear.

GRAIN CARRIERS of the west for the first time in years are reporting a surplus of cars suitable for carrying grain during the crop moving season. For instance, the Union Pacific has 3700 more cars on its lines than it owns and on Jan. 15 had over 14,000 of its 25,000 freight cars standing idle on its tracks. The Burlington and other large western carriers report a similar surplus of equipment over demand.

HIGHER FREIGHT RATES on grain and grain products from points on the Toledo, St. Louis & Western, routed over the lines of the Big Four are not justified, says the Interstate State Commerce Commission. The higher charges were to be brought about by the cancellation of the existing joint rates and by the establishment of the intermediate rates. The Indianapolis Board of Trade and many Indiana shippers protested against the increase.

GRAIN MOVING from Canada into the United States over the lines of the Canadian Pacific for some time past has had to move in cars belonging to American carriers. On account of the general slow down in railway operations making many idle cars the C. P. recently announced that oats from Alberta points to Seattle, Portland and Tacoma could now be shipped in C. P. cars. Wheat also may be shipped in C. P. cars from Calgary points to Minneapolis, Minn.

VESSELMEN made no headway with their proposition to amend the lake B/L to place the responsibility for the out-turn of cargoes on the shipper. Representative shippers from Chicago, Milwaukee, Winnipeg and other points conferred Jan. 17 and 18, just before the annual meeting of the Lake Carriers Ass'n, at Detroit, to protest if necessary against the change in the B/L. The matter was, therefore, not brot up in the convention and no action was taken.

THE HEARING on the ocean grain and flour differential before the Shipping Board, at Washington, Jan. 4, was well attended by millers' representatives who sought the retention of the present 5-cent difference. H. Y. Cartwright, chairman of the British section of the Gulf Conference, said they would not take any flour for less than 50 cents, and the British line agents had been instructed to let the American Shipping Board vessels take the flour at the 33-cent rate established by the shipping board.

RATES ON BEANS from Pere Marquette stations in Michigan, receiving service in transit at Toledo, O., and then shipped to various destinations, were the cause of complaint filed with the Interstate Commerce Commission by Chatterton & Co., of Lansing, Mich. A clause in the tariffs of the P. M. stated that shipments leaving transit points must move over the lines of P. M. and was inserted to cover the transit privileges in Michigan. After transit at Toledo, a terminus of the P. M., shipments could not leave Toledo over the P. M. except by the back haul movement. When called to its attention the P. M. amended its tariff. Chatterton & Co. asked for reparation on 60 cars of beans shipped thru its elevator before the P. M. noticed its error. The Commission decided that complainant was entitled to reparation after it had complied with Rule 5, Rules of Practice.

THE FREIGHT rate structure of today will force all shippers to establish central distributing plants. Oranges to the long haul consumer will be classed as forbidden fruit. Business must be localized through distributing plants in various sections of the country.—T. J. McLaughlin, traffic manager.

"A RIDICULOUS ATTEMPT to conduct a business enterprise and so replete with mismanagement, inefficiency and incompetency as to defy imagination" is the condemnation of the government operation of the Erie Canal contained in the annual report of superintendent of New York's Public Works, E. S. Walsh. Mr. Walsh also predicts that the government deficit in operating the canal during 1920 will far exceed the \$506,807 deficit incurred during 1919.

CANADIAN-U. S. FREIGHT charges which have been causing shippers considerable inconvenience of late because of the difference of exchange was the cause of a meeting held in Ottawa, Ont., on Jan. 12 between representatives of the Dominion Railway Commission and various Canadian shippers. The conference decided that Canadians shipping to the U. S. shall pay for the Canadian portion of the movement in Canadian money and pay for the American portion of the movement in American money. F. B. Carvell, head of the Dominion Ry. Comm'n, said that no definite announcement would as yet be made until the action was ratified by the Interstate Commerce Commission.

EIGHT MONSTER new 14-wheel locomotives of special design "capable of pulling anything the coupling pin will hold," the first of a lot of fifteen, ordered by the C. B. & Q., in April, 1920, have just been shipped from the Baldwin Locomotive Works. These engines are equipped with five pair of drivers. Each of the ten driving wheels weighs 5,000 pounds. These "power plants on wheels" are more than 86 feet long. They are capable of exerting a straight-away pull of 75,500 pounds. Provided with many new and novel labor and fuel saving devices, including mechanical stokers and super-heaters, these engines are expected to make some new records in the efficient and economical handling of heavy freight trains.

RAILROAD companies are cutting down the number of their employes, or reducing their working time to meet the falling off in earnings, due to the diminished traffic. Pres. Rea of the Pennsylvania estimates that it has 58,000 idle cars. The B. & O. has given 8,000 men a "temporary furlough." Ten per cent of the Alton shop employees at Bloomington have been laid off. The Erie Railroad Co., has put all office, yard, station and other forces on a basis of 5 days a week. Workers must lay off 2 days in 7 days, or 20% of the employes will be laid off, is the order effective all over the Pennsylvania Lines. A reduction in business amounting to 25%, compared with a year ago, is the reason given by the C. & A. for laying off all employees one day in six. Pres. W. G. Bierd says \$35,000 is thus being saved per month.

"GRAIN RATES from St. Louis, Kansas City, Omaha, and other Missouri River points to the Atlantic Coast and the proposal to re-establish the differential between Atlantic Coast and Gulf rates which existed formerly" were the subjects discussed at a meeting in Chicago, Ill., Jan. 13 and 14 between numerous millers, grain dealers and carrier representatives before the Interstate Commerce Commission, Director of Traffic, W. V. Hardie. Northwest interests desire to have the rate on wheat from Minneapolis to New York reduced to 40 cents per cwt. on wheat to meet the competition of the lakes, on which the rates are lower. Coarse grain shippers also asked that the rate on coarse grain be reduced to 40 cents per cwt. Southwestern interests want a rate so that they can meet the competition of the mills at Buffalo if the rates are reduced.

COURTESY among railway workers will be with us again, judging from the following announcement sent to all employees on the Burlington: Courtesy costs only a little personal effort on our part, but it helps to spell prosperity, both for the company and its employees, and sufficient increased appreciation from the public as a whole to repay us well, will be the reward for our thoughtfulness. And, as those who smile are more popular than those who don't, let us smile while we are about it.

GRAIN SHIPPERS and carriers conferred in the office of Eugene Morris, at Chicago, Jan. 14 and 15 before W. V. Hardie, director of traffic of the Interstate Commerce Commission, on the relationship of rates to Gulf and to Atlantic ports. The restoration of the 8c differential from Kansas City to the Gulf in place of the present differential of 14c which has been effective since Aug. 26 was considered. At the same time the Minneapolis representatives asked a reduction in the thru rates on grain and grain products to the east, from 49½c to 40 cents, Minneapolis to New York, domestic.

RAILWAY WAGES should and must be reduced substantially sooner or later, and steps toward their reduction should be taken in the near future, said S. O. Dunn, editor of the Railway Age, Jan. 21, to the New York Railroad Club. "The demonstrated inability of the railways to earn the return expected, even when handling a maximum traffic, and the tremendous decline of traffic, are creating a serious situation to which not only railway managers, but the Railroad Labor Board, the Interstate Commerce Commission and Congress must give early attention. In September the railways earned only 67 per cent of the expected net return; in October only 77 per cent, in November, only 58 per cent.

"USE AMERICAN SHIPS" is now the slogan of the Millers National Federation. The emergency defense Com'ite of the Ass'n at its meeting on Jan. 15 thru its chairman, A. L. Goetzmann adopted the resolution which follows in part: Whereas the U. S. Shipping Board has reaffirmed the 5 cents per hundred ocean freight rate on flour over wheat and whereas the U. S. Shipping Board recognizes the competitive nature of our export flour trade and as we desire to show our appreciation for the support of the shipping board therefore it is resolved that this com'ite will urge on the milling industry to the best of its ability the use of American ships in the transporting of its products.

OF GRAIN leaving the Chicago district by water during the lake shipping season just closed the percentage which cleared from the Calumet River follows: 75% of the wheat, 77% of the corn, 31% of the oats, 87% of the rye and 15% of the barley. The clearings from the Chicago River exceeded the clearings from the Calumet River only in rye and barley. Of the grain moving to the Chicago district by water 72% of the wheat came to Calumet river elevators while practically all the other grain came to Chicago River points. Total shipments as given out at the close of navigation by the custom officials show the shipments from the Chicago district to be as follows: Wheat, 11,191,958 bus.; corn, 8,229,271 bus.; oats, 1,426,287 bus.; rye, 2,833,906 bus., and barley, 606,698 bus. Receipts: Wheat, 1,600,184 bus.; barley, 144,803 bus.; and oats, 418,213 bus. While no comparative figures have as yet been made public it is estimated that the volume of shipping for the 1920 season far exceeded the shipping of 1919.

GRASSHOPPERS will infest the western section of Canada next year is the prediction of Dominion Entomologist, Arthur Gibson, to the recent meeting of the Ontario Society of Technical Agriculturists. He explained that as many as 3,000 eggs per square foot have been found in Manitoba.

## Changes in Rates

As shown by tariffs recently filed with the Interstate Commerce Com'sn the carriers have made the following changes in rates:

**E. B. Boyd**, agt. Western Trunk Lines, in Sup. 22 to 1-0 gives rules, regulations and exceptions to classifications, issued Dec. 28.

**E. B. Boyd**, agt. Western Trunk Lines, in Sup. 21 to circular 1-0 gives rules, regulations and exceptions to classifications effective Jan. 6.

**E. B. Boyd**, agt. Western Trunk Lines, in Sup. 19 to circular 1-0 gives the rules, regulations and exceptions to classifications effective Feb. 1.

**C. R. I. & P.** in a special Sup. to tariffs gives the increase in rates on grain and grain products effective on Illinois intrastate traffic on Jan. 2.

**C. B. & Q.** in a blanket Sup. to tariffs gives the minimum weights applying in connection with rates enumerated on pages 3 and 4 of tariffs effective Jan. 1.

**C. B. & Q.** in I. C. C. 10 gives the joint and proportional rates on classes and commodities between stations on the S. N. W. and stations on the C. B. & Q., effective Feb. 5.

**E. B. Boyd**, agt. Western Trunk Lines, in a special Sup. to tariffs gives the minimum carload weights, rules and regulations applying in grain and grain products effective Jan. 1.

**C. B. & Q.** in a cancellation notice says that routing circular No. 1, issued July 15, 1918, to cover routing of less than carload traffic from Chicago, destined to points common with other lines, was cancelled at the close of business Dec. 31, 1920.

**C. B. & Q.** in Sup. 5 to 7072-H gives the distance rates on classes and commodities between Illinois stations on the C. B. & Q., also between West Bank Mississippi River stations on the C. B. & Q. and Illinois stations on the C. B. & Q., effective Jan. 2.

**C. B. & Q.** in Sup. 9 1921-F gives the local, joint and proportional rates on and rules governing the handling of carload freight between Chicago, Hawthorne and Clyde, Ill., and junctions of connecting lines, also from one location to another on C. B. & Q. R. R., effective Feb. 10.

**Erie** in Sup. 16 to 182D gives the local, joint and proportional rates on grain, grain products and grain by-products from Chicago, Englewood, Hegewisch, Pullman Jct., Ill., Hammond, Highlands and Saxony, Ind., to points in Ind., Ky., Mich., N. Y., O., Pa. and W. Va., effective Feb. 1.

**C. B. & Q.** in Sup. 3 to 1346-G gives the local, joint and proportional rates on grain and grain products from Chicago, Peoria, Quincy, East St. Louis, Ill., St. Louis, Mo., to stations on the C. B. & Q., G. W., R. I. Sou. Ry. and C. B. & Q., Mississippi River points, Dubuque, Ia., and south thereof, also stations on the M. E. & S., effective Jan. 2.

**C. R. I. & P.** in Sup. 3 to 3207-H gives the joint proportional rates on grain, grain products and seeds from Albright, Neb., Armourdale, Atchison, Kans., Council Bluffs, Ia., Kansas City, Mo., Leavenworth, Kans., Omaha, South Omaha, Neb., and St. Joseph, Mo., to stations in Ill., Ind., Ia., Mich. and Wis., on connecting lines effective Feb. 19.

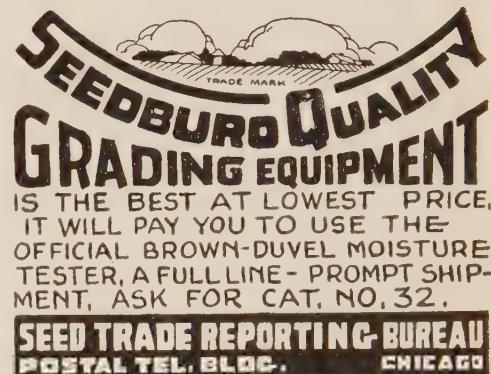
**C. B. & Q.** in Sup. 1 to 6786-F gives the local, joint and proportional rates on grain and grain products from stations on the C. B. & Q. and C. A. & De K. in Illinois, also Mississippi River points, Dubuque, Ia., to Louisiana, Mo., inclusive, to Cairo, Metropolis, Mounds, Ill., Evansville, Ind., Cincinnati, Ohio, Paducah and Louisville, Ky., etc., effective Jan. 15.

**C. R. I. & P.** in Sup. 4 to 28675-D gives local, joint and proportional rates on grain, grain products, broom corn, alfalfa cake and meal, linseed cake and meal and seeds, carloads, between Chicago, Peoria, Rock Island, Ill., Council Bluffs, Ia., Kansas City, St. Joseph, St. Louis, Mo., Minneapolis, St. Paul, Minn., Omaha, Neb., and stations taking same rates, as shown on pages 14 to 33, inclusive, of tariff, also stations in Colorado, Illinois, Iowa, Kansas, Minnesota, Missouri, Nebraska, Oklahoma and South Dakota and stations in Colo., Kan., Neb., N. M., Okla., and Texoma, Tex., effective Feb. 21.

**C. B. & Q.** in Sup. 3 to 2964-E gives the joint rates on classes and commodities between Chicago, Peoria, Ill., Winona, St. Paul, Minneapolis, Minn., and stations taking the same rates as named in the tariff and stations on the St. L. & H. R. R., effective Feb. 7.

**Central Freight Ass'n**, W. J. Kelly, agt., in Sup. 20 to 245 gives the local, joint and proportional rates on grain, grain products and grain by products from points in Ill., Ind., Ia., Ky., Mich., Mo., N. Y., O., Pa., W. Va., and Wis. to Albany, Baltimore, Boston, Montreal, New York, Philadelphia, Rochester, Syracuse, Utica, also bases for rates to Baltimore, New York, Philadelphia, etc., on export traffic, effective Feb. 1.

**A. T. & S. F.** in Sup. 8 to 5702-F gives local, joint and proportional rates on broom corn, castor beans, pop corn, seeds, hay and straw, carloads, between points in Kan., Colo., Okla., also Superior, Neb. and Joplin, Mo., and Kansas City, Mo.-Kan., St. Joseph, Mo., Atchison, Leavenworth, Kan., Omaha, Lincoln, Neb., Sioux City, Iowa, Chicago, Peoria, Ill., St. Louis, Mo., St. Paul, Minn., and points taking same rates or arbitraries higher as shown on pages 29 to 62, inclusive, of tariff, effective Feb. 28.



## ELLIS GRAIN DRIERS

You may think there are other driers just as good as the "Ellis," but sooner or later you too will become convinced that we know what we are talking about when we tell you there is no drier comparable to the "Ellis."

"Specify the Ellis"

The Ellis Drier Company  
332 So. La Salle Street  
Chicago, U.S.A.

## Supreme Court Decisions

**Delay in Accepting Offer.**—Where buyer received offer requiring acceptance by return mail, and did not accept until the next day, the seller was not bound.—Glencoe Cotton Mills v. Capital Paper Co., Appellate Court of Indiana, 128 N. E. 699.

**Suit against Foreign Railroad Corporation.**—Where a foreign railway corporation has an agent in the state to solicit traffic for its road, jurisdiction over such company may be acquired by service of the summons and complaint on such agent.—Merchants Elevator Co., of Minneapolis, v. Chesapeake & Ohio R. R. Co., Supreme Court of Minnesota, 179 N. W. 734.

**Carrier May Deliver without B/L.**—The Carmack Amendment of June 29, 1906, to the Hepburn Act (U. S. Comp. St. §§ 8604a, 8604aa), requiring initial carrier to deliver a bill of lading and rendering it liable to the holder through any loss or damage, was not intended to forbid the delivery of a shipment by carrier under any circumstances to any one except the holder of the bill of lading.—City Nat. Bank v. El Paso & N. E. Ry. Co., Court of Civil Appeals of Texas, 225 S. W. 391.

**Counterfeiting Bs/L.**—Power of Congress under Const. art. 1, § 8, to regulate foreign and interstate commerce and to make all laws necessary and proper for carrying into execution such power, includes the power, exercised in Act. Aug. 29, 1916, § 41 (Comp. St. § 8604u), to penalize counterfeiting and use of a fictitious B/L, where there was no actual or contemplated commerce; commerce being interfered with by such an instrument.—United States v. Fenger, Supreme Court of the United States, 39 Sup. Ct. Rep. 445.

**Claims Against Wire Companies Accruing During Government Control.**—A telegraph company receiving back its properties from the government under Order No. 3380 of July 30, 1919, of the Postmaster General, did not thereby assume or make its own or become liable for or upon any contract, obligation, claim or cause of action which accrued during the government control, nor did the mere act of receiving back its properties, render the company liable for negligence of an employee during government control and use, or for any character of obligation, whether growing out of contract or tort, though compensation was made for such use.—W. U. Tel. Co. v. Robinson, Court of Civil Appeals of Texas, 225 S. W. 877.

**Liability for Delay Under Carmack Amendment.**—Proof of unreasonable delay in delivery of a shipment by defendant railroad raised a presumption of negligence on the part of the railroad, which was not refuted by reason of plaintiff shipper's failure to tender any evidence on such issue, so that trial court was justified in its finding of unreasonable delay caused by the railroad's negligence. In view of the Carmack Amendment, conditions of the B/L covering an interstate shipment that the amount of any loss or damage should be computed on the basis of the value of the property at the time and place of shipment, held not legally an exception of the carrier from liability for negligence in not forwarding the shipment with reasonable dispatch, such provisions merely establishing a rule for determining the value of the property.—Strohs v. N. Y. C. R. Co., Supreme Court of New York, 184 N. Y. S. 362.

**Customer's Recovery from Bankrupt Broker.**—Where a stockbroker at the time of his bankruptcy had in his possession certificates of stock of the same kind as that bought for a customer, the customer is entitled to reclaim such certificates, whether or not they are the identical ones bought for him. A stock broker employed by a customer cannot, without the knowledge and consent of the customer, fill the order with stock owned by himself.—In re B. Solomon & Co., U. S. Circuit Court of Appeals, 268 Fed. 108.

**Carrier's Liability as Warehouseman.**—A carrier, having been free from negligence, is relieved of any liability as warehouseman or trustee for burning of goods shipped. Where one car was unloaded by the carrier and the goods placed in a warehouse and another car was placed for unloading and a portion of the shipment removed by the consignee, who signed receipts for both cars, there was a delivery, relieving the carrier from liability for the subsequent destruction of the shipments by fire.—Denver & R. G. R. Co. v. Johnson, Supreme Court of Colorado, 193 Pac. 729.

**Burden of Proof to Establish Order.**—In an action on an account by a commission house operating on a board of trade, the items being predicated upon orders for the purchase of grain, the burden of proof was on plaintiff as to an item of the account based on an order given by defendant's claimed agent, and to sustain such burden plaintiff was bound to prove that each item was contracted by defendant, or someone acting with authority from him, or that he duly ratified the unauthorized act of the agent, if such.—Lamson Bros. & Co. v. Burup, Supreme Court of Iowa, 179 N. W. 848.

**Rights of Purchaser under Breach of Warranty.**—Where goods are purchased under an express warranty as to quality, the purchaser may rescind on discovering inferior quality of the articles sold, but is not bound to do so, and may retain the articles purchased and sue on the warranty, or recoup the damages when sued for the price, but when the contract is to deliver goods of a particular description or quality without express warranty, and the purchaser accepts them after discovery of the inferior quality, or after having had a fair opportunity to make such inspection, he waives his right to damages.—Courtesy Flour Co. v. Westbrook, Supreme Court of Arkansas, 225 S. W. 3.

**Carrier Liable for Failure to Stop Car for Inspection.**—The plaintiff bot a car of corn of a certain grade, and according to directions it was shipped by the seller over defendant's road to a destination in another state upon the stipulated condition that the railroad company should stop the car at a stated point near the origin of shipment for inspection. Plaintiff sold the car to another dealer on the basis of such inspection, and his vendee in turn sold to a dealer at the destination on the same basis. The railroad company failed to stop the car for inspection, and, learning of this failure, plaintiff's vendee demanded and received from plaintiff the price paid for the corn. The railroad company carried the corn to destination without delay, and it was there found to have heated and deteriorated in transit. It was in good condition and of the contract grade when it reached the place of inspection. The vendee at destination refused to receive the corn because of its condition, and it was there sold by plaintiff at a reduced price. Plaintiff sued the railroad company to recover the difference between the reduced price and that which it had paid for the corn. Held that the plaintiff's loss was the direct and proximate result of defendant's breach of its contract to stop the car for inspection.—Bruce Bros. Grain Co. v. Hines, Director General, Supreme Court of Kansas, 193 Pac. 339.

**Waiver of Notice to Supply Cars.**—Where railroad knew how many cars would be needed during shipping season at particular point, and furnished cars each day on the verbal request of agent of shippers, there was a waiver of the written notice to supply the cars, required by Acts 1909, p. 698.—De Queen & E. R. Co. v. Park, Supreme Court of Arkansas, 225 S. W. 614.

## Call for Reinspection After Discovering Plugging.

Taylor Milling Co., Taylor, Tex., plaintiff, v. E. G. Rall Grain Co., Ft. Worth, Tex., defendant, before the Arbitration Com'ite of the Texas Grain Dealers Ass'n, composed of E. W. Crouch, A. P. Hughston and W. H. Killingsworth.

The controversy in this case grows out of shipment of one car of wheat sold by E. G. Rall Grain Co. to Taylor Milling Co. on Fort Worth weights and grades. E. G. Rall Grain Co., in making shipment of this car attached Fort Worth weight and grade certificates to draft. After Taylor Milling Co. began unloading this car they state that they found the car plated or plugged, and instead of getting No. 2 wheat out of the bottom of the car as bought, Taylor Milling Co. claims the wheat tested only 56 lbs., and in proof of this contention submitted sample drawn by Taylor Milling Co. to Fort Worth Grain Exchange for inspection, which sample graded 57.8 lbs. test, No. 3 mixed soft red winter wheat, 5% dockage.

The Com'ite finds that E. G. Rall Grain Co. complied with their contract in full when they furnished Fort Worth weight and grade certificate and that the only recourse Taylor Milling Company had was to have called for a reinspection or appeal inspection on this car before it left Fort Worth. Since Taylor Milling Co. did not avail themselves of this privilege, we hold that the original weight and grade certificates furnished on this car shall be final and in compliance with the contract.

We, therefore, find that E. G. Rall Grain Co. owes Taylor Milling Co. nothing and Sec'y Dorsey is instructed to return the deposit fee of E. G. Rall Grain Co.

## Variance in Confirmations.

St. Joseph Hay & Grain Co., of St. Joseph, Mo., plaintiff, v. Bossemeyer Bros., Superior, Neb., defendants, before Arbitration Com'ite No. 2 of the Grain Dealers National Ass'n, composed of Frank B. Bell, H. W. Reimann and E. H. Bingham.

Under date of Jan. 10, 1920, defendants sold plaintiff three cars of ear corn, delivered St. Joseph, Mo. While there was a variation between plaintiff's and defendants' confirmation, no exceptions were taken by either party and it was only a variance in regard to quality. Defendants' confirmation read "New ear corn," plaintiff's "Good, sound, reasonably dry ear corn," both providing for practically the same kind of weights. The question in controversy between the parties interested covers condition of this corn upon arrival at destination. No exceptions were taken as to the condition of the corn by plaintiffs upon its arrival at St. Joseph, Mo., this being the point to which delivery was to be made. Defendant elected to sell two cars to go to interior points, the third car being disposed of to another concern at St. Joseph and wish to recover damages due to their statement that corn was out of condition and, therefore, could not be delivered to the final buyers.

This com'ite denies that the plaintiff had the right to resell this corn to interior points without permission of the defendant. Also finds that corn in its final handling was shelled out and graded of a grade which would indicate that it could not have been in the condition as specified by plaintiff. Acting under the rules of the organization under which we operate, cannot allow plaintiff's claim as presented, but insofar as it is satisfactory to defendant to make them an allowance of 3c per bushel on car 12819-\$29.72; 7c on car 10426-\$75.05, making a total of \$104.77, this committee recommends that a check for this amount be mailed to the sec'y of this organization, the cost of arbitration to be assessed to plaintiff.

## More Than 8100 Railroad Claims Collected In 1920

No Collection  
No Pay

THE SECURITY ADJUSTMENT COMPANY, INC.

1132-1156 Builders' Exchange Bldg.

We collect railroad claims, covering loss or damage to grain, flour and mill products. Do not overlook delay, shortage, decline in market and deterioration claims. We have an extensive organization for handling these matters. Reference: Any Minneapolis bank. We are members of the Grain Dealers, National Association. We take up the commonly termed "clear record" claims. This service is furnished on a percentage basis. 90% of the claims collected were previously declined by the railroads.

Minneapolis, Minn.

## Supply Trade

CRAWFORDSVILLE, IND.—My prospects for elevator work are very bright this year.—A. H. Richner.

TODAY'S successful advertiser is careful, not reckless; determined, not discouraged; persistent, not spasmodic.—*Class.*

SCHENECTADY, N. Y.—No library of engineering data is complete without the General Electric Co.'s bulletin No. 49305 on "Wires and Cables" and its companion bulletins, 49306-7-8-9.

CHICAGO, ILL.—The Associated Building Contractors of Illinois at a recent meeting adopted a resolution favoring the enactment of a statute making violators of trade agreements criminally liable. The calling of strikes in violation of wage agreements would be penalized.

PORLAND, ORE.—A voluntary petition in bankruptcy was recently filed in the Federal Court by the Winkleman Bag & Burlap Co., in accordance with a resolution passed at a meeting of the Board of Directors held the latter part of December. The liabilities are given as \$65,535.59 and assets as \$26,757.83.

CHICAGO, ILL.—Chas. Piez, pres. of the Link-Belt Co., has issued a readable pamphlet giving the facts in the controversy over the Shipping Board operations. It is an amazing exposure of the ignorance of the critics of the Emergency Fleet Corporation, and is a reprint of Mr. Piez testimony Jan. 21 before the select com'ite at Washington.

CHICAGO, ILL.—Volume of lumber business will be limited as long as building inactivity continues. Construction on a proper basis will not occur until the prices of other materials used in building are reduced to a reasonable level. They will be when building material interests follow the example set by lumber men.—H. S. Dewey, Hines Lumber Co.

CAPE TOWN, SOUTH AFRICA.—The Union of South Africa has perfected plans, and will soon be receiving bids for contracts, for building two port elevators at Capetown and Durban of 30,000 tons and 42,000 tons capacity, respectively, and 71 up-country elevators possessing an aggregate capacity of 160,000 tons, at a cost of 1,799,000 pounds. In addition, cleaning plants, drying plants, hopper weighing machines, hydraulically operated tippers, and 1,000 railway trucks of box type and 40 tons capacity will be required for service as soon as the elevators are complete.

MINNEAPOLIS, MINN.—Many elevator owners are puzzled over the present valuation of their elevators. They are wondering if the plant is over-insured or under-insured; they are desirous of placing the elevator on the market, but have no idea of the actual present day value of it. Valuation figures are also essential in figuring federal taxes. Every elevator owner should know the true amount of his invested capital. E. D. Mayo, M. E., of this city, who has had over 30 years' experience in the construction of grain elevators makes a specialty of appraising elevator property.

CHICAGO, ILL.—On Jan. 15 the American Railway Express announced that an increase of 26% in rates between U. S. and Canadian points would become effective immediately on all shipments of carload lots. A similar increase in rates will also apply on first and second class express matter carried by the company between U. S. and Canadian points after Feb. 4. When this latter increase becomes effective the express company will have received a 26% increase covering every part of the U. S. and Canada, Illinois excepted. This state has allowed an increase of only 12½% over the old rate.

SPRINGFIELD, Mo.—Referring to prospects for elevator building in the Southwest for this year: We are not particularly optimistic inasmuch as very few of the millers have been making any money. We are hoping that business conditions will become more stable in the near future and in the event that the mills can operate on a profitable basis, there is a probability that improvements and additions will be made in connection with some of the plants.—L. D. Rosenbauer, Southwestern Engineering Co.

### Builders against Political Interference with Business.

Building material men in conference at Chicago Jan. 22 adopted the following resolution by unanimous vote:

Unscientific revenue acts—excess profits tax and excessive surtax on individual incomes; laws exempting securities from taxation; laws creating privileged classes such as the Adamson act and the Clayton act; laws discouraging domestic production and encouraging foreign competition; laws permitting agencies of the government to interfere with legitimate business, such as those creating numerous commissions and bureaus for the regulation of industry, and laws authorizing different rates of discount in different federal reserve districts, should be modified, amended or repealed to permit the operation of the great American principle of equal opportunity to all and special privilege to none.

[Concluded from page 151.]

### From the Seed Trade.

KOKOMO, IND.—Altho the clover seed crop was light this year, it was of excellent quality. We now expect to see more clover planted than when clover was so expensive.—J. H. Thompson.

TIPPECANOE, IND.—Some clover seed is moving, but most of it is being held by farmers for \$12. The quality of the seed in this locality is good. I could buy a carload of seed immediately if farmers could get \$12.—Ur-schel Bros.

WINONA, MINN.—We raise no alfalfa seed here but considerable timothy and clover seed. Both these crops were good, but not as large as in former years. There has been a free and liberal movement of clover seed but timothy seed has not been offered so freely.—Northern Field Seed Co.

LAWRENCE, KAN.—The seed season has not opened up as yet. Values on Kentucky Blue are the strongest of anything on the list. Red clover will be from 20 to 24 cents retail compared with 55 to 60 cents last year, for which there will probably be the largest demand we have had for some time. Alfalfa seed will run from 18 to 22 cents retail, as against 40 and 45 cents last year. Timothy is 35 to 40% less than last year. Clover has been so high heretofore that people who used it as a builder of soil have put off their requirements. Now that it is down again there will undoubtedly be a very good demand for it for this purpose.—J. Underwood & Son, per J. Underwood.

COLFAX, IND.—Roone and Clinton County farmers are holding their clover seed for better prices. About 75% of the crop is being held. The clover seed here has been of fair quality. No timothy seed is grown here to speak of. The low prices of clover will induce a larger sowing this spring. Farmers that are not producers will buy freely. Last spring clover seed cost from \$35 to \$40 per bushel, and very few farmers bought it. At the prevailing prices a big acreage should be sown for two reasons, (1) The low price of the seed. (2) The great fertilizing value of the clover. We believe the price of clover seed will not be much better, as it is pretty well in line with other farm crop prices. Good seed corn will be in abundance here as it matured nicely and the fine fall for gathering made the cribbing early.—The Wile Seed Co.

## Books Received

OVER AND BACK is an interesting book relating to a few of the experiences of two Indiana grain men, Bert A. Boyd of Indianapolis, and William B. Cooley, a former grain shipper from Hartford City, on their recent visit to Europe. The entire narrative is written in Bert Boyd's entertaining style. The beauty of the French agricultural lands; the changing of the French war torn areas back to tillable producing farms and how the battle areas appear now are only a few of the subjects treated. A short description is also given of visits made to Belgium and England. A word of kindly advice in the work warns all men under 90 not to visit Paris unless chaperoned. How two American grain men were nearly lost in that city is also told. By Bert A. Boyd of Indianapolis, Ind., leather, 48 pages.

# HESS

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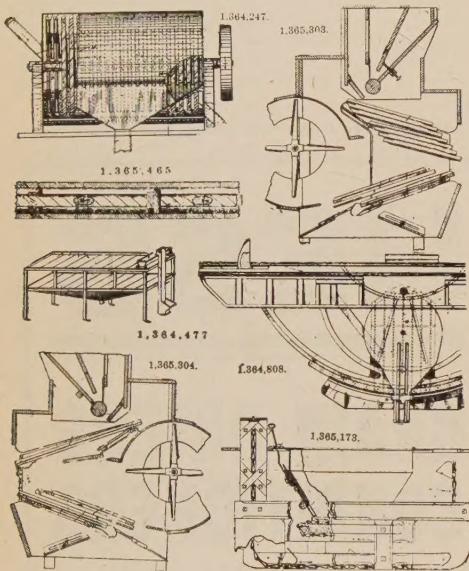
CHICAGO

# The GRAIN DEALERS JOURNAL.

## Patents Granted

**1,364,808. Car Unloader.** Henry Richardson, Passaic, N. J. In this unloader a car carrying bridge supported on a bearing may be tilted longitudinally in either direction so as to unload the car.

**1,365,173. Corn Elevator.** E. J. Jesperson, Ashland, Neb. In this apparatus corn passes thru a hopper having a lower discharge opening controlled by a movable gate. The elevator passes under the bottom of the hopper.



**1,365,304. Grain Cleaner.** A. C. Cleland, Minneapolis, Minn. Grain in this cleaner comes from an upper hopper and passes on to a system of screens and shoes and is discharged in a cleaned condition.

**1,365,303. Grain Cleaning Machine.** A. C. Cleland, Minneapolis, Minn. This cleaner comprises a cleaning device to which is attached a sieve. These parts are given a reciprocal movement by a flexible rod. Means are provided to discharge the cleaned grain.

**1,364,477. Grain Drying Apparatus.** Victor Bigand, Buenos Aires, Argentina. In this apparatus a skeleton frame holds two similar floors one above the other. Each floor is made of perforated sections rigidly mounted on the frame. An elevator at one end of the apparatus carries the grains to the floors and a means is provided whereby the grain on the floors may be dispatched to a hopper below by the tilting of the floor boards.

**1,364,247. Grain Separator.** Clarence W. Carter, Minneapolis, Minn. This separator has a large receptacle for the grain which is to be treated. Thru the grain with its undesired material is revolved a number of discs. Each disc has numerous pockets, open at one end and closed at the other end. When the disc revolves the undesired material lodges in these pockets and discharges at a point away from the original receptacle.

**1,365,465. Cable for Thermo Electric Circuits of Grain Tanks.** Leonard Des Isles, Chicago, Ill. In this apparatus a cable made up of a number of insulated conductors is contained within a rigid metal conduit. At intervals along the conductor are attached thermo electric couplings, for forming a dead air space between the conduit and the cable. The circumference of the couplings are made of yielding portions so as to permit the threading of the cable thru the conduit.

THE SOUTHERN Tariff Ass'n (non-partisan) will hold a congress at Atlanta, Ga., Jan. 27, 28 and 29 to prepare recommendations concerning a permanent tariff policy. N. A. Shaw of Texarkana, Tex., is chairman of the agricultural division.

### Insurance Notes.

A poor practice is the holding of a lighted lamp in a bin to determine the quantity of grain therein.

NOT A FIRE in an Illinois grain elevator or warehouse was reported during December. Two granary fires caused a loss of \$900 and one flour mill fire caused a loss of \$200.

THE ILLINOIS FIRE LOSS during 1920 amounting to \$19,831,188, is the largest in the history of the Illinois Fire Marshal Dept. and is attributed by Fire Marshal John G. Gamber to the moral hazard due to falling prices. This is indicated by the increasing large number of losses by mysterious origin.—Division of Fire Prevention Ill. Dept. of Trade & Commerce.

SPRINGFIELD, ILL.—It is my intention to have a personal liability bill introduced during the present session of the Legislature, but the same has not yet been drafted. At a recent convention of the Fire Marshals' Ass'n of North America in New York City resolutions were adopted favoring the enactment of Personal Liability legislation in all states, and it is aimed to have the bills introduced into all legislatures which are meeting this year.—John G. Gamber, Fire Marshal.

### Are Your Insurance Policies Concurrent?

You buy insurance expecting a prompt and equitable reimbursement in case of loss. You have a right to expect and to get just that, but delay in adjustment is very often caused by non-concurrency.

The following notice is printed on the front of nearly all fire insurance policies:

"It is important that the written portions of all policies covering the same property read exactly alike. If they do not they should be made uniform at once."

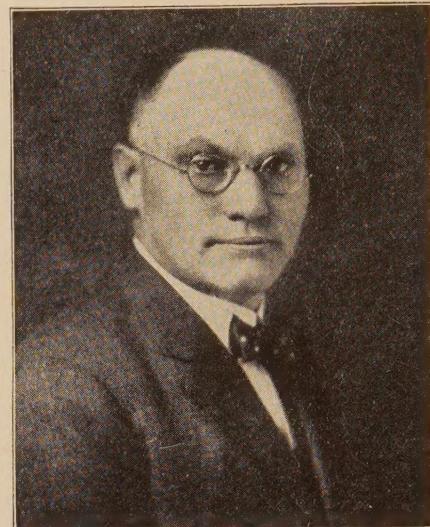
You cannot have your policies corrected after a loss. Do it now.

GOVERNMENT CONTROL of prices has proved a farce in Portugal. When prices began to soar the government fixed prices on various articles so low that wheat, oils and livestock disappeared from the markets and were smuggled out of the country. A threatening food shortage compelled the abandonment of most of the fixed prices. As a result living costs in Portugal have increased to 8 times what they were before the war. Bread is now practically the only article on which there remains an established price.

### Well Known Adjuster Makes Change.

Frank L. Erion, one of the ablest specialists in adjusting fire losses, has resigned his position as assistant manager of the Western Adjustment Co.

Personally Mr. Erion has handled the adjustment of some of the biggest grain losses, among them being the Minnesota Elevator fire at Chicago, \$800,000; C. B. & Q. E and F at Chicago; Illinois Central Elevator at Chicago; American Linseed Co., Chicago; the



Frank L. Erion, Chicago, Ill.

big Murray Elevator fire loss at Kansas City, and the Sunset Elevator at Galveston.

He was born in Missouri in 1874 and while in the employ of the Cudahy Packing Co., attracted the attention of W. E. Mariner, manager of the Western Adjustment Co., by his handling of the losses for the Cudahy Co., and was employed by him as adjuster in 1906 while working on the San Francisco conflagration losses. Besides important grain risks he has handled special hazard cases, use and occupancy and the most complicated problems with justice to the company and satisfaction to the assured.

His new connection is with the Lloyd-Thomas Co., Chicago, as vice pres. of one of the leading corporations engaged in appraising and engineering.

FRIENDS of the Halliday Elevator Co., Cairo, Ill., have no dust on their clothes since receiving that Christmas brush.

## Western Grain Dealers Mutual Fire Insurance Company

DES MOINES, IOWA

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Write for Information Regarding Short Term Grain Insurance

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E. H. MORELAND, Secretary

## No Stove Fires

One of the reasons why we were able to make a material reduction in our cost this year was that we have had no heavy fires from defective stoves and flues for two years. Reduced fires has meant reduced insurance cost. Let us keep the good work up. No stove fires this season. See that your fire fighting equipment is in working order at all times.

C. R. McCOTTER  
Western Manager  
Omaha, Nebraska



C. A. McCOTTER  
Secretary  
Indianapolis, Indiana

FIRE EXPLOSION WINDSTORM AUTOMOBILE

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pays you for money invested in live stock which is lost through the death of any animal by any cause while on your property.

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Frank M. Boyd, General Agent,  
39 So. La Salle St., Chicago, Ill.

### *Hartford Transit Live Stock Insurance*

promptly indemnifies you for money loss sustained by death or injury to your live stock while in transit, by fire, derailment, collision, theft, tornado or flood.

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39 So. La Salle St., Chicago, Ill.

### *Hartford Grain In Transit Insurance*

reimburses you for the value of your grain if lost by fire, derailment, collision, tornado, flood, riot, while being transported.

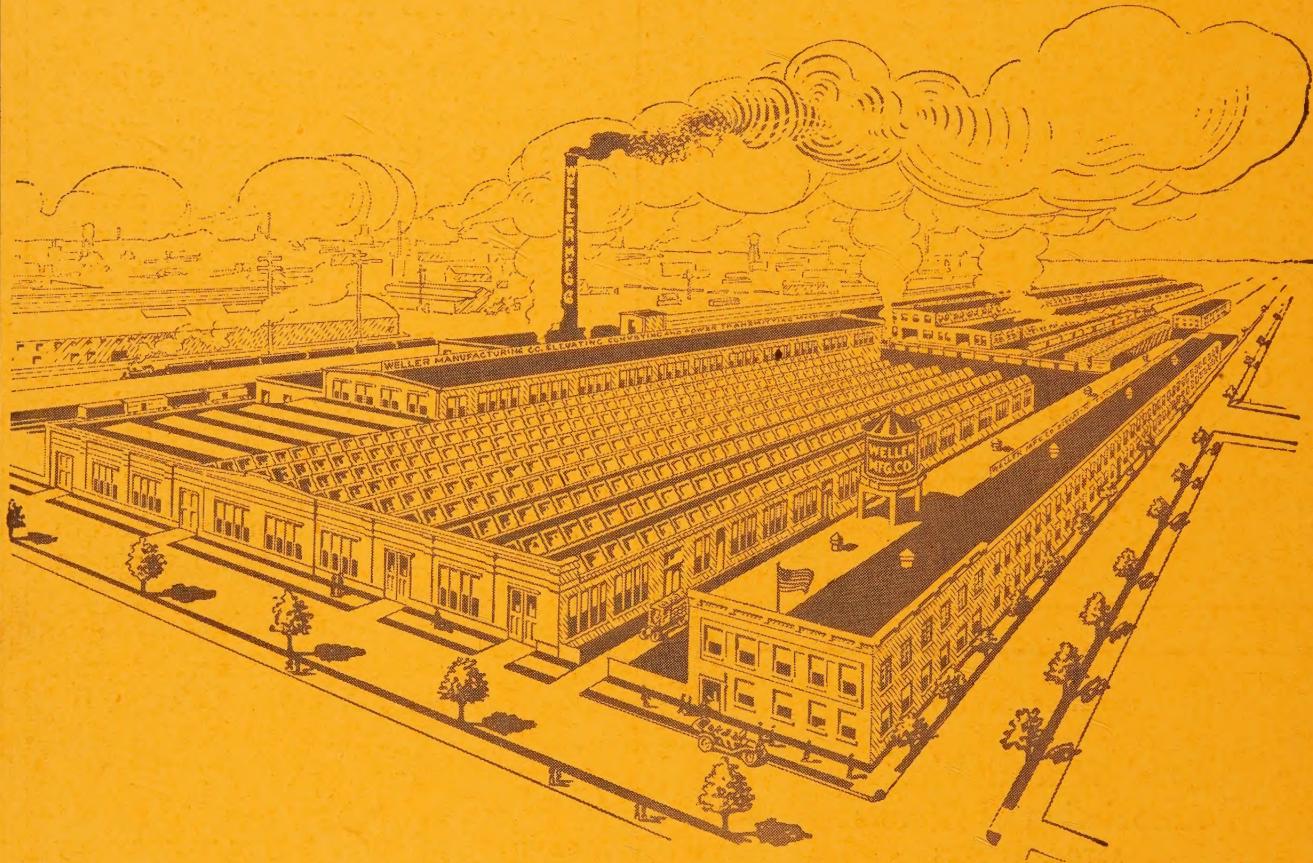
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